
المجتمع الاستهلاكى
ومستقبل التنمية فى مصر
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المجتمع الاستهلاكي
ومستقبل التنمية في مصر

"دعا الرئيس حسنى مبارك - فى حديثه إلى ممثلى الأمة فى ٢٠٠١/١١/٦ إلى الإقلال من استخدام السلع المستوردة، والاعتماد على المنتجات والصناعات المصرية، والابتعاد عن صور الإسراف والبذخ، وتقليل الإنفاق على الاحتفالات ... كما دعا المواطنين إلى الاتجاه إلى السياحة الداخلية. وطالب كل مواطن بمراعاة ظروف الوطن، وأن يستخدم القادر فائض أمواله فى المساعدة لإقامة مشروعات تلبى مصلحة المواطنين" .

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%Čċċ	ĎĎ	ţȥţŎă

DžŶŰĚĂ ŀDŏĕ DĶĔŀ ŝĚŀ ĝ dĭ(ďď) !ŝ ŭNŀĵŲ

ČĜĂŏ	ǿăŬČą	ǧĂĂĂ
%eċŪďď	čĐ	ĢĂĂĞĂŏČăă
%ČĔŪĎĐ	ď	ĢĂĂĞĂŏČăă
%Čċċ	**ĎČ**	**ţȥţŎă**

DžŶŰĚĂ ŀDŏĕ DĶŽĂ ŝ NĶŽŬNŀĵ(Ĕ) !ŝ ŭNŀĵŲ

%ďė	Čč	ĵŸȝǫĂčĂ ʔŎĔȥɲ
%ĎČ	e	ǥɀĩ ŋČĂŎŋŪĕȥʔŎĔȥɲ
%čċ	Đ	ĢĂŎȥ ʔŎĔȥɲ
%Čċċ	**čĐ**	**ţȥţŎă**

DžŶŰĚ!ŭĵ ŀŶNĵ(ĕ) !ŝ ŭNŀĵŲ

ČĜĂŏ	ǿăŬČą	ǧĂĂĂ
%ďĐĈďĐ	ČĐ	ƅĂȘĴ
%ďĐĈďĐ	ČĐ	ĆĂĂ ČĞĂŏȤęɲ
%ČďĈĔ	ď	ǿăŏŞȝȥǿĂ
%ČďĈĔ	ď	ǫĂŎɏŸō
%Čċċ	**dč**	**ţȥţŎă**

DžŶŰĚĂ ŀDŏĕ DĶĔ ŰĔŽŰĔŀ ĵȝ ŬŔNĵ(Ĕ) !ŝ ŭNŀĵŲ

ČĜĂŏ	ǿăŬČą	ǧĂĂĂ
%ĎċĈďč	ČĎ	ĢĂŎȝŧĂǫă
%ďŪČ	Ď	ʔĂĵăǿĂŎŧă
%ČčŪďď	ď	ĢĂȘʔăĄĔŎă
%e,Čď	ď	ČĔǫĢȘȥŸă
%ďŪĎ	Ď	ĢĂŧă
%e,Čď	ď	ĢĦŎă
%ČčŪďď	ď	ăȥĂǫ
%ČčŪďď	ď	ǥĂĨă
%ďŪĔ	č	ĸȥǫ
%Čċċ	**čĔ**	**ţȥţŎă**

DžŶŰĚĵŀNĵȥǫǧ ĂĶĘ!ĭĵĔĶĔ ĵȝ ŬŔNĵ(Čċ) !ŝ ŭNŀĵŲ

ČĜĂŏ	ǿăŬČą	ǧĂĂĂ
%ČĎĔĔ	ď	ĢĂă
%ČċŪĎď	Ď	ĂŸǫă
%ĎČŪďĐ	Ĕ	ĂĂǫȘĢĂĂ ă
%čďŪďď	Ĕ	ʔĿĂǫĂ ĂĂǫ
%čċŪďĔ	ď	ĢĔ ĂȝĂɲ
%Čċċ	**čĔ**	**ţȥţŎă**

[illegible]

[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

(ƚùՂ ƒƧƥƒ ǀƧƦƼĬ 5ǀ ǋƥƜǋǀǋƥƊƶƷǔƨƮ ǈƶǕƷƊ!ǔƪǗ) Ư ƧƶǃƒƧǍƥĬ 5ǀƥǍƞǍǆƶ
ƚƠƓ ̂Ղ ǆƶ ǀǆƶ%ččǗƊƋ Ĭ !ǍǗƒ ǀǈǈƒĬ 5Kƈǈǖǉ ƵǗƒ ǀǉƦNjǀƯ ƧƵ ǀǆƶ ƚƞǀ ǀǨ ǮƊƷ
ǀƧùƦƼ ýƒǍƱ ƻ Ղ ǀƒǍ ƚƵǈ!ƒǍ ƚƵǈ!ƒ ǀǆƞ KơǍƒƧkĬ ƦƒǍ Kƈǈǖǉ Ƶú! ƚǕǆƷƶƚǕǆƶƒ
Ɗǖû 5Ǘƒ ǀǉƦNjǀǆƶƯ ǍƧƶǆƶ Kƈǈ ǀƊƷǕǆk Ĭ ƊƵǕ Kƈǈǖǉ ƵǗƒ ǀǉƦNjKՂ ƧơǍ Ǘ ƒƧƥƒ
Ĭ ù5ýùƛǆƦǍ ǗǀǍùƍƨǆƦƷƥNjTǆƵǈ ǍùTƦƒǍ ɣƦ!ƒ ƧՂ ǈƶ ǀƵ ƧƶƷkƚ ǈƞƕ
ǍƊǗƧùՂ ǈƶƒ ǀǉƦùNjƯ ƧùƵ KǍǈk ýǆƶ ǀƧƦƥƶǍ ƻ ǀƶƒǍ ƚǈ ǀǉ!ƒ KǗǆǈƶǗƒ
.ƚǆƥǍƶ!ƒ ƊƷǗƒ ǀǆƶTǈƶǈýƚTƕƶƱǀƶǆƥǍƶ Kƈǈ!Ǎ ƧՂ ǈƶ

ǎ ƧùՂ ǆƶ ǀǍùƍƨǆƦƷƊǆǀǈǗ ƒƦǈƶǀƥƞNjǈƶ ƧǍƞǀƶ ýǆƶ ƛƠǈƥýƈǈƦǍ
ǀǀǆƶùƵƱǀǆƶ Kƈǈ ǀƊƷǍ ƧǍՂ !ƒ ǀƊǈƊǈƵ ǫ KƞǈƒǀǆƶKƈǈǖǉ ƵǗƒ ǀǉƦNjƚƵƞƒƧǆƶ
ƚ!ǈ̂Ղ Ƨ ƻ ǀƶ ƒ ǍƊƩ ǀǉ!ǈ ǀǆƶ ǍƞƶǆýǍơ ǎƥǆƶ ý ƚThǈƦƷ ƵƵ ƥǀƶ ýƛǆƷƊǆƶ
ǁǈǀNjǀƊǁTǖ5ǗƚƚƊǆƶ Ư ƧƵ ƈǈƊƥNjǈƶ Ĭ !ǫýՂ ƙǗ ƥǀƥǆƞ ƚƠǆƵǫ
ǀƦǖ5ǁ!ƦǗ!Ǎ.ƊǆƶƚՂ ƿǈǈ Ĭ 5ƚǆƶƒ ǍƊƚǈ ǀǉ!ƒ ƥNjǈƶ ǀǉƞ ǈƶǗǆƶƧǆƞ
Ư ǍƧùƵ ƧùǆƥơĬ !ǫǍǫƧƷƧƤ ýƛƶýƚT!ƒ ƒƦǉƊƷǗƒ Kƈǈǖǉ ƵǫǍ Ư ǍƧƵ
.ƈǉ ǀƊƷǗƒ

ýƶ!Ǎ - ƚ!ƈƧ!ƒ ǀǉƦNjǈƥýƈǈ ƦƼǗƨǍǗƒ Ư ǍƧƵǍ ƟƧՂ ǆƶ Kƈǈǖǉ Ƶǫǈƶ*
KùƊǆƶ Ǘ ǫùՂ !ƒ ƟƧùՂ ǆƶ Ư ǍƧƵ KǫƦƥƒ ƚ ǈơ - Ʊǀ5ƚՂ ƒƧƥƒ ǀƧƦƼĬ 5ǁ!Ʀ
Ĭ !ǍǗƒ ǀǈǈƒƚƱƨƤ Ĭ ƊƵǀǉ ƵǗƒ Kǈ5ƧƒƧƚKƚƞǀǀǆƶ%ƋǗƋ ƚǁǈ!ƒ Kƈǈǖǉ ƵǗƒ
.Kƈǈǖǉ Ƶú! ƚǕǆƷƶƚǕǆƶƒ ƚƠǈ ǆƶ ǀǆƶ%ƋǗƋ ǈƥƚǕǆƶ ƚƠǈǆƶ 5

ƧùƚƊǈùƶǒ ƇƧùǀǆƶǀǍǈƥĬ ƊƵǀǗǋǆƶǍ ƻ ơՂ !ƒ Kƈǈǖǉ ƵǫKƧՂ Ʀƒ*
ǈǋǉǍ ǗƧ ơՂ !ƒ ǀǉƦNjƛǍƦ ƚƊƵƚ ƚƠՂ ǆƶ ƻ ơՂ !ƒ Ĭ 5ƚǀǍƤ Kƈƶ ƯǍǆƶ
ƚùƥƊƷ ƊǉƶǆƶΣƧƚǒǎƦƒ Ƨƈƨù! Ĭ ƦǍƞǆƷơƊƷĬ !ƈǈƒǍ Ĭ ƦƵ ƚǫǈՂ
ƚǈՂ ǀKùƶƊǆƈǆƶƒǍ ǀǈƚǆƶǍ ƈƍǗƒǍ ơƦǗƈƊǆƦĬ Ʀƒ ƚƠՂ ǆƶ ƈǆƶ ǀƵ
KùƶƊƈǆƶ(čýǍƥƞ) Ư ƧƶƒKƒƧƚƚƊǆƶ ǀǆƶ%čǗƋ Kƈǈǖǉ ƵǗƒ ǀǉƦNjƧƒƚk
.Kƈǈǖǉ Ƶú! ƚǆƶƒ ƚơƈǆƶ ǀǆƶ%ƊƐ Ư ƧƵƊƷǆƶƒ ƚơƈǆƶ

ƙǉǖNjƵ ǕƐǀƚ ǁƐǀ ƚǆǗǀƧ

:Ĭ ƊƵǈƵƱ ƦǒƚǁǈƒýǍƒƞ!ƒ ǀǆƶ

ƚùƥǆƶ Kƈǈǖǉ ƵǗƒ ƚƊƶ ǀǆƶ%ēč ƚƞǀǀƚǖǉǫǗƒ ýƊƶ Kƈǈǖǉ ƵǫKƊǆƶ

Lůdž‰ēĒÜĒē Kù ᶚDžǍdž Ɨoǫdžůǎ ƨƮ dž LǍǒ ƺǫǙŽ 5Ĭ !ǍŰƒ lǫƒ Ĭ DžŽ
.KǴǗƵŰƒ ǴǫƼƱ ƨƶkĬ Ŗƒ Ɨǒdžƒ Ɨoǫdž ƗDž

ǴǍDž DǒǙ|kĬ ùŖƒ LǍǒ ƺǫǙŽǍ ƨŔƒ KǴǗƵϙ:ŰǍƱ KǴǗƵŰƒ ƨǂDLǫdž
Ĭ ùŖƒ KǴǑDŽƒ LǫdžƱr ŕǑǫƞ ýǴ ǎǫǴ ŕǫ ǎǍŖ džLƵ ƨƶkƗǑƨkƗǂŭnŖƒ
ǴǫǙ|kĬ Ŗƒ ǴǴŰǍ KƒǍǙŰƒǍ oǴdžǍƗ ǴŰƒ Ĭ 5ýƛdžkĬ ŖƒǍ LǗƵŰƒ Ǵǫr ƨƶǒ
KǴLǗƵϙƗƛŭƛĬ DžǍƮ ƒƨǫƒ lƨƦĬ 5KǴǗƵŰƒ lǫŖNjKƨƮ ŕǫ .LǗƵŰƒ Ɩ ǍPT
ƟǍƨǑǍ ǗǫƒǍƒ DǍƒ Ĭ 5KƒƨdžŭƛǴǫƒƨǂkDǒǍ ŖDǍǴƨT Ɨ ŭƛLƵ ƨƶk
lƨǫùƿǴLǫdž ǴŖDž Ĭ 5KDžǍ ǫƗ ŭƛĬ ŕoǍƗ|ǫLǫǫƒǍƒ LǗƵŰƒ Lǫdž
KǴLǗƵŰƒ lǫNjDǍ .KǴǗƵŰƒ yǒǫƗƮ ǴƒƗǒdžƒ Ɨoǫdž Lǫdž‰ČDǗǍ
ƗùǒƨkǴDž ǴǫǂĬ !ϙƗƺǴr ŰǴƀƲ ǍƨdžyDž ǴǴǫƨPǴŖƒǍĬ NǴǫ DǍǴdž
ǫùƞ ýǴ Ĭ ƵǴƒǍ ǎǫdžǎǍŖ džLƵ LǫNjǴdž LǫdžƗŰƒ YǴDǍǫrDýƛdž
lƨǫ!ƒ Dž ǫƵ ǴǫƒƨƵǴdžǍDǗƨT!ƒ Ĭ 5ƗƺƨƵ!ƒ ǫƵ ƱǴŰƒ ƨƵǴdžǒkĬ nǫ
Lǫdž ùdžƗ!ƒ ƗùǒDŽƒ ǫùLƵ ǴƨùT!ƒ Ĭ DžǍƨǫ!ƒ Dž KǴyǫǴƨT!ƒ Ĭ DžŽ
.LǫNjǴdž

yDž Ĭ NǍ ǗǍoǫ!ƒǍ KǴǂ!ƒǍ LǫƞǴdžǍ KǴǗLǫǍ LǍǴ !ƒ KǴǗƵϙ-
KDžǍ ŖƒǍ ǴƒƨƨǂkǫƵk||!ǍǴǫƛǍLýǂ LǫǍǫƵǴdžǍƒǍDƱ ƨƶkƗǒƞǫk
lǫùNjKùDǍ Ű !ǍŰƒ lǫƒ ƗƱƨP Ĭ DžǍLǗƵŰƒ KǴƼKƒƨƨǂk Lǫdž‰DǗDD
Ĭ ùDžKǴŖǫ lǫNjǍ ŕƗ!ǍǴdžƗǫ Lǫ!ƒ KŰǴǗŰƒ LǫƔƮ LĴ DžKǴǗƵŰƒ
lǫùNjYǍDǫƵkǍ .lDžǫǍ ýƞƨ!ƒ LǫƗǫǴƒ KǴŭƵ!ƒ KǴƨPŖ ƒǍ ǗǴLǫ ǫǴƞD
YǍùLǍDƗƵDž! ||Ǳdžýǒr ƺkƨ LƵ ýǴǴkƗƛǴǫ ýƵƞǒƗƲ ǍƨƵdž yǒ
Ƕýǒr ƺŖƒ ǫNjƨǒǴdž NjǴǍƗƨPƈLǍǫ Ǵǫdž

ǫNjǴTdž ýùƵƞƦǎƨùƮ dž LǍùǒƺǫǙŽ 5LǫdžƒǍ KǒƵ!ƒ KǴǗƵϙǴǍ
ƗKǍùǒ!ƒ ƗùǫƗƶk ǎǍ ƨƮ dž 5yǒǫ ŕƞǍǒŰ ýNjýǴǴŕǒƗ oǴǫǍ Σ ƨǫǫǍ
KǴǑǒDǍƱ ùƵƞǴǫǑ Ĭ 5KDžǍ %Ē,ēč KǴǗƵŰƒ lǫNjƨƨǂkƗǫLKǂDž
ǎŖƒ LǫƒLǗƵϙ Ǵǫǒ!ƗƞǍƵ!ƒ DǒoƒƗǫýƛdžƨƮ dž Dǫƒ Ʊ ƗŰ Ɨǫƞƒ
NjǫDǎƨùPŰƒ ǫùŖ5ŰLǍǫǙŽ Dž||ƞǍƵ :LǗƵŰƒ KǴƮ PT ǎǫϙNjǫǫk
lǫùǫƵ ǴǴƮ ƮǍ ǗǴƱ!ƒ LǫdžǫǍKǴǂ KǴǗƵŰƒ lǫNjDǍ ǗlǫƗƞǫDžKǍƺ
ǗƨǒŖƒǍƗNjƨT!ƒ Dǫ||!ǫƗƵǫdžǴƮ Űƒ LǫƨǫǍ ƨǍǒ!ƒǍ DǍDǴƮ ǍK

.ƒǤ!Ǵ̈ǴŏNŊŊǰŽǈŽŰƒ ƒĂ !ƒ2 Ţ ĂŏăŖƒ yǒƙƍǈŽƒƨƻ ƒ ýʎǆžăŖƒ Ƨǆǰƒ

KǴǰŽǫýʎǆýŊǰǰŖNjKǴǰŽǫǴǰƙĬŖƒŧǂŭnƫŰƒ yŊǰĬ ƥǴǈŽ ǴǈŽ-
...ǈŽǂ Σ ǒǰĂ NǰǴƒ LǰĂ ăǴ!ƒĂ ŧǒǴƒ KǴĂƧŢǆǰ ǕǰǴŽǕKǴĂǆǰŰ ˆ ŀǒ!ƒ
ƧǂƙŰĂŧǒǰƙ yŊŽǴǰŊǰƧƨ ŭŰǑŰƒ Ĭ ǰŽƧƒƨŧƙŧŗǈǰĬ ǰŽǕKǈǰǰ5ǴǰǪĂ
KǴǰŽŰƒ ǰǰ Lǰǆ‰ďďďďŧŗLǰKǈǰǴǰǰǫŧǒĂƧư KǴǴǴƒ yŀǕƙĂǈLǰŽ
Ĭ ùǈŽǰ ùzǈŽǴǰǰǈKŰǴǰŰƒ LǰǰƥŽ!ƒ KǒǰĂ Űƒ ƒƧǰƒ ƖƧƼĬ 5ŧư ĂƧǆǰ
ŧùǒǰǆǂǒǆǰ ǴǴǴǰǈŧž! || !ŖLǰŽ ƧǒǰƙĬ 5KǒǰŖ{ ƒĂ ǕǰƧǆǰĂ ăƥǴǆǰ ǰ ˆ ŧ!ƒ
ǈǰĬ Ŗƒŧǒǰž!ƒ KƒƧǒǰƙƒ LǰǆǰǰǪĂ (ƧŧĂ ǕǰŢ ơŢ Ă Űǰ ĂŀǰP!ƒ ţ ŀǰP) ýʎǆž
ǰǰŖkŭŢ ƒ Ĭ ù!ǫŧ5ǴŰǴǰ||!ŖĂ ŭăƧŢ ǆǰ yǆǰǆǰ 5LǰǰŽŰƒ ǒƧǕLǰŽ ǴǰǰǰǈƙǴǆǰ
ǴǆǰŰŧùǒǴƒ KǴĂƧùTǆǰ ŧùŢ ǴǰĂ yŊǰĬ ǰŖNjŰ Ƨz! LǰƧĂnŢǆǰ Lǰǰǰƒ
ƥĂŭŢ ǈŽǰŧǆǰŰ ŧǒŢ PT!ƒ KǴǰ!ƒ LǰǆǰƒĂǰLǰŽ ƧǂƙĬ Ŗƒ yǒǰǆǰ KǒǰŖ{ƒ
yùư ƙ ƖƥŽǴǆǰǒǰŽǫţ ĂPTŧ ýǴǕŰƒ 2 ǕĂĂ Ǖǰ{ ƧǴǆǰǰǴ! LǰǰŽŰƒ
.ýǴǕŰƒ ƖǴƧƕLǰǆǰǴǰĂǈǰKǴǆǰǰƙǴǰǰ! Ĭ ǈŽ

Ĭ ù5KƧùTŖǰĬ ùŖƒ Ɩǰǰ!ƒĬ NǰǆǰLǰǆǰǒĂ{ƙĬ ŖƒĂ Ĭ NǰǆǰKǴǰŽǫ-
KƒƧƒƧŧƙKǈǰǴǰǰŧǒ!ƒĂ ƖƧǕŰƒ LǰǆǰƒĂǰLǰƒĂ ƖƧPŰƒŧLǰŰƒ Ĭ 5ƧŢǆž
KƒƧƒƧùŧƙLǰǆ‰ǆǕĔČŧùŢ Lǰǰ ơƒĂƒ ǈǰƒ Ĭ 5KƒƧƒƧŧƙ(Ē) KǴǰŽŰƒ ǰŖNj
.ăƧPŰƒ KǴǰŽŰƒ

Ĭ ùŀǒĂ ƨƥǴĂƥǴǆǰ Ĭ ŧǴǰƒ KŭơǆǰKǴNjƒƨǒŖƒĂ ăƒĂǰ||ǒŖƒ KǴǰŽǫ-
Ĭ !ǴǆǰǫLǰ‰čǕĔđŧŗLǰƒĂƒ ǈǰƒ Ĭ 5KƒƧƒƧŧƙŧʎǚʎŧŢ ƒƧǰƒ ƖƧƼĬ 5KǈǰǰŽ
ƧPǴ5ŖƒĂ Ĭ NǰŖƒ ǈǰǴǰΣ ǒƧŧƙĬ ǰŽKǈǰ KǴǰŽŰƒ ǰŖNjLǰ||TŰĂ ǕKǴǰŽŰƒ
.ăƒĂǰ||ǒŖƒ KŭơǆǰƧǈǰǕƒ KǴƥĂ ýĂǴǰLǰŽŰǫƟǴŰ ăŖƒ

yǈǰ!ƒ KǴLǰǰŽǫĬ ù5ǈǰŽŰƒ || ƧŖTǆǰǈǰǰƒ ƟǴƧŰƒĂ ƨƒĂn!ƒ KǈǰŽ-
Lǰǆǰýùŧ ƟǴǴǈŽ yŊǰĬ ǰŖNjăƧŖTǒLǰǆǰ ǰ ˆ ŧ!ƒĂ ƟƧǴǰƥĂŽĂ Ĭ 5ŧǂŭnƫŰƒ
.ŧư ĂƧǆǰ ƨƒĂn!ƒ ǰ ˆ ŧǒĂ yŊǰĬ ǰŖNjăƧŖTǒ ƥNǰǒ

ŀǓNŧǰŁ ǗǈǰŁ ǰǈǰŁ ǰǈǓ

yùǆǰǆǰŧùǒŽĂƙLǰŽ ƧǂƙĬ Ŗƒ KǴǰŽŰƒ LǰǕơŭLǰ(ĎǕč) LǰĂn!ƒ Lǰǆž
:Ĭ NjKǴǰŽǫŧƧǰĎ 5ŗŢ ƒƧǰƒ ƖƧƼ ýƒĂǕKǈǰǰăƧŢ ǆǰ

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ƭ ĂPùT!ƒ ĂDLǉùƶǙƒ ƚƶǴǌ Ĭ 5ÇǉĂ ƚǒǌǙƒ KǴǉƶǙƒ ƚƞLKǴǈ -
LǉùƶǙƒ KǴǉƑ5ƧƒƧù‡kLǆž‰đēǙđē ƚƞLǉǴǉ 5ƚƶDǉ ĂDyDǉ LǇ lƧƶǆ
KǴǉƶǙƒ Lǆž‰đďǙďď ýlǴǆž 5ăƧ ǆLĂǥDŽ!ĂǙƒ lǴǉƒ Ĭ 5ƚư ĂƧƶǆ
.(đ Dǆ ýĂǋ) .ƚǒƧ ǆ

KǴǉƶǙƒ LǇ lƧƶǆ KǴDŽLǆž‰ĚČ,ĒD ǴǉǋƚƞLƚǒǆ!ƒƚǅDŽKDŽ
ƚùǒƶ!ƒƚùǅDŽùưĂƧƶǆKǴLǉƶǙƒ lǉNǉLǆž‰čě,dđ ýlǴǆž 5ƚư ĂƧƶǆ
DǆƧ ýĂǋ) ƚǒƶ ýĂǋĬ 5ǴǉǴǉDž Ʀƒ KǴǉƶǙƒ Ư ƶhǰ 5KƶưĂĬ ơ ǆƒ
.(Ē

‰đďǙěč ǴǋƚƞLǉǴLƒĬ NǉKǴǉƶǙƒ ƭ ĂPT LǆƚƞLĬ DŽKLǴ -
.‰čĒǗĒě ƚƞLǉýǴǙƒ Ǵǉk

ƚǒ LǉǃKǴLǉƶǙƒ Ĭ ù5ƚǆPƦ ǆKǙǴƦǙĂ KǴƧ!ƒ ƧƚDKǴǉ -
ýùlǴǆž ù5‰dČǗĒDƚù LǉǆžƧ lƧƧǆƚǉǃKǴƶDKǴDŽ
.lƧ ǙĂăƧ ǙƒƧƧƦǙƒ KǙǴƦǙ ‰ĒǗČD

Ĭ 5lƧǋ!ĂƽĂƦƒ yǆDž!ĂăǆŽ Ɣ ǂ!ƒ KǙǴƦƒ LǇ ƧǒƦƒăĂǴk-
.‰čǗǗD KǅDžƞLǉKǴǉƶǙƒ

KǴǉ Ĭ Ʀƒ ƚơ !ĂƚƧƶǆĂ ƧǒĂƦƒ DǉǆDǆDǉkLǇ ƧǒƦƒ ýǴǉ k-
‰ĒǗčĒ ǙùƧƶDŽ‰ĒǗčď ǙƧĂDž‰DǗčěĬ !ĂƦƒĬ DŽ NǉƔ LǉýDǉƒ Ĭ 5
.ƚơ DŽ

Ɣù LǉƒƚùǆǆŽ 5ƧǒƦĂƚNƧT!ƒ DǉǆǇ lƧƶǆ KǴǉƶǙƒ KǴǉ -
Ǚ‰dč,Čď ƚƞLǉKǴǉ ǉ5ƚǂƞ Ǚƒ yDǉ LǇ KǴǉƶǙƒ DǉǆǇ ƧƶkĬ Ʀƒ
Ĭ ùƦƒ KǴǉƶǙƒ ǴǉDŽ‰ĐǗČDƚLǆyDŽƒƧThǰ NǉƦĂ ƧPǴƦƒ DǉǆǉǴĂ
ƚù!ƶ!ƒ LǉƶƧƶkĬ Ʀƒ KǴǉƶǙƒ DǙ‰ǗČǗĒě ƚƞLǉDǉƧƶǴǆLǇ Ƨƶk
.‰čǗǗD ǉDǉĂƚǒǆDǉǆǇ ƧƶkĬ Ʀƒ KǴǉƶǙƒ Ǵǉƶ‰čdǗěě ƚƞLǉ

ǉùl5ǙǉǋƚǒǴƚǉǴ ƙƒ KǴĂƦ ǆǇ ƚǂƞ Ǚƒ yDǉ KǴǉƶǅKƧƶ -
DǆǗăǉǴ!ƒăĂùǂ DŽđ ýlǴlǆž 5KǴǉƶǙƒ lǉNǉLǆž‰ĒČ ƚƞLǉKǴǉ
ǉùơDKǴLǉƶǅĬ 5ƚǒǴDŽǉǆžǉǴ ƙƒ KǴĂƦ ǆDŽPƦƒ Ĭ 5lǉǴǆKùLǴ

.DǍǯƒ ǎƧȚ dǂ ydžǌdǂ Ǐ 5ƚ oǴý‡ ǴǆƧǒ Ǐ Ʀƒ

hǝ§ǂdƗEhǓT Nj

DǴdǮƒǍzùư ǒLȚDǚ ǎƧȚ dǂ LǍǝ5ǮǮ Ǐ 5ýǤ ƦǕǴLǒǯƒ ý‡ Ǐ !ǫǤLǏ Nj
Dǚǒƚ ùǒ ǎƧùȚ dǂ yùdžǌdǂ LƵ ƚǝƒǍ Ǎ ʒ ƥȚ hƧǝk lƥƞ ƚǓǝP DǹǴD
ǍD ǎƧùȚ dǂ LǍǝ5ǮǮ Ǐ 5KǴǖZǕƒ Ư ƧZǍ UǴǥ Ǐ 5ƚǓǝP!ƒ ljRNjlǴZƒƧdž
KǴǖȚ ǤDLǴùZƒƧdǍ ǕLǍǝ5ǮǮ Ǐ 5KǴǖZǘ! ƚǮǴ 5lǴƥƥùoƘýƥǕƒ Ǐ DǮ
KǴLǖZǕƒ ƚùhǝdǍ ǎƧùȚ dǂ ydžǌdǂ ƥǒǴǍ ƔȚ ǴƥǴzǓNǴǒPǍ LǖZǕƒ
.ǴǖP LǂdǍ KǴǥ Ǐ Ʀƒ KǴǄƒ LƵ ƧǝƘ Ǐ Ʀƒ ƚǒǊǕƒ

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.čěěč

.čěěď ÜĎĎžŽŮƒ ł ďĐŽŽŽĂŋďžƒ ƒĭžĪ ƒƒƧŦ!ƒ ‖ ĂĎžĪ ĎžŽ ďĂžƨƽĎžŽK'ĞůžŽŮƒ ƧĎ:Ğ Ƨ Ī !ƥž- čĚ

ăĂŭĵ̃ !ƒ ƨďĎù ďž Ü ł ďĵĿ ł ďĎžŽ ł ďĎƨ :ýĞŮƒ ă ƥ Ďžƒ ýď ł TK Ă Ī ĹžƨĎžĹ ůžŮƒ":ɔ ƨƨ ĹĎĎž ł ďĎ- čě

.ĎžěěďƨďĞůĎĿ ďž Ĺž ł ƶďĞ Ü!ĂƷƱƒ K'ĞƒƨƥƨłƨďžĹĞƥŮƒĂ ýƷƱƒ" ýĦ!ƒ

ł ùďĐŽŽďĵ ŋĞž!ĞƧ ÜăƧŢ ďž ĹĂžƨĎžŽK'ĞůžŮ ăƧŢ ďž ƧĂŋďžƒ ĎžƦ ƒ ýĵĂƥ":Ĺ] ơ ýůŋ ƨ ƧŦĐĎČ

.ĎžěěĒ ÜƧNĞƒ ł žďĞ ÜĎžŽŮƒ

ł ƒƨƥ:ƧŢ ďž 5 ł ďůžŮƒ ł ƨĎžýƒĂ Ī 5ĞĵďŭĸăƥďžĹůžŮƒ K'ĞĞ":ƨĞďƒýĞžĪ ƷƱ ďžĹĞƥ- Ďč

.ĎžěěēÜƧNĞƒ ł žďĞ ÜĎžŽŮƒ ł ďĐŽŽďĵ ŋĞž!ĞƧ ÜăƧŢ ďž ĹĂžƨĎžŽK'ĞůžƍĹďžĹž! ł ďĎžŽ

ł !ĞƧ Ü ăƧŢ ďž Ɣ ĞƒăƥK'ĞĎžƒăĂ ďž ĹĂžƨĎžĞďĵ Ī ƦĞĎĎžƨ":ƨ ďƱĎžƨ Ƨ Ğ ĎĎ

.ĎžěěĒ ÜžƒƦĎžÜĎžŽŮƒ ł ďĐŽƧNĞƒ ł žďĞ ÜĵŋĞž

ÜĎčēƭ ƭ ÜĎČČČ ÜƱ ÜƔùłĦ!ƒ Ďž ÜƧNĞƒ Ü ł ďžŽŮƒ K'ĞƒƨƥƒĪ 5Ī ďžĦ ł oĦƥ":ƥďžƒ ƥžƨ ƥďž ł ŽĎď

.ĎĎč

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Human

Environment

(UENP

(IUCN)

(WWF)

Environment

Geographic Environment [illegible]

[illegible] Social Environment [illegible]

[illegible] Ecological System [illegible]

[illegible] Monistic [illegible]

[illegible] Structured [illegible]

[illegible] Functioned [illegible]

[illegible] (d) Abiotic [illegible] Biotic [illegible]

[illegible] (b) [illegible]

[illegible] (d) [illegible]

Natural Resoures	[illegible] -
Human Resoures	[illegible] -
Natural Goods	[illegible] -
Institutional Part	[illegible] -

NJJzdžýùZGğöăĦƒ Ʊ] Ăƒ KĞĂǂdžLJdžýǂTfkGĞĮĭƑŏĦƥ 2 ƨzö LJdžǁ GĞŊĂ
ǂöɳĂĂǫ ƫƒ ǂöGĞƒ LJdžoɗdžƧGǫĭ 5lGöŀƒ LJĂǂkýǂThƧɅdžĂƧɅdž LĞLŭƒ
LJudžýǂùTfkGĞùɳLJùdžƧGdžɳŬƒ DĂdžƵDƥdž 5ǂƑŏĦƥ 2 ǒƨƦ ĞĂĂ Üǫ ƫĦĂ
ĂDǂùDǂƦƕkù] ƒ ÜƧù] dhydžɳdž ĂDƥƫƒ GĞɳYöɳƦ öĭ Ʀƒ ǂöƧGĦƒ ýƣĂƧĦƒ
lƥĂùɳĂdžKGĞĂĂ ƱƱ] LJdžöPGĞĂ ǂǒƧƨɳĦƒ ýƣĂƧĦĢ ǁ!ƦĂ) ǂǒGǒƒ ǂƕƦ{ ƒ
ƥƫƒ lGö ĭ 5ƧɅdk ĭ ƦƒĂ ydžɳdžĂƥĂ{ k ĭ Ʀƒ ǂǒĞĂƒ ýƣĂƧĦƒĂ ÜƕĂƱƧĂ lƧƒƧoĂ
ǂöƕùYƒĂDǂŭɅĭ !ǫǂƑŏĦƥ ƇGĞǒƵDǂǒĂ . LJdžýƕGĞɳuĞƕƱĂ GĞǂƵĂ ydžɳdžĂ
Ǘùdžɳdž2 ùLĞǂkĭ ùƦƒ ǂǒĞĂƒ 2 ĂƧU!Gƫ DĂǂǒĞĂǂƑŏĂǂǒƨɳ ĂDǂǒǒƵ
ǂƑŏĂ . GĞɳLĞĞƒ ǂǒĞĂƒ KƒƧGĞƒ ĂDydžɳdžGĞƧƒƥ ĭ 5yǒĭ Ʀƒ ǂǒĞĂƒ ǂǁƱLJĞ
LJDùɳLJDLJdž . DĂĂ ƥƕĞĂ KƒƣƵ LJdžƥĂ{ öGĞĂ ydžɳdž ĭ 5ýɅĞǂǒƧGdžƒ
LJudžNJƕGö KGĞĂdž DƵNJdžý] oɗĂ LĞLŭƒ NĞƫ, ǒzöăĦƒ ƧGŬƒ ĭ NǂƑŏĦƥ
ƥù] Ƨ ĭ ɳƥÜƧThƥLJdžNJƥDydžNĞƥŭz NĞƩ ƧGĞĂ ăĂdĂ ƇĂƥĂ ƇĞǂĂ Ƈƕƨ
KGĞɳGö YGĞuTŬ GĞdžLĞdž 5Ă GĞdžK̈ƥĂ ĭ 5ǂoGĞdžǂƵGdžɳŬĂ ǂƥĞdž ƥƧƒĂdž
ǂǒĞŬƒ Ƨǭ ƩT] GĞĦĂǂöĦƒ ƧǭĂ ǂöĦƒ ƧT] GĞĦƒ yöǒdž ĭ NĂ . NĞĞĞĂ LĞLŭƒ
. (E) ǂǒĞŬƒ ƧT] GĞĦƒ ydžƵdždž NĞƵĞkýŭP LJdžLĞ] Lŭƒ GĞƥƤĭ Ʀƒ

ĂǂĞDĞĂDĞĞǂ ƫĞĞDĞĞŭGĞĞƑ] 5ĞĞƕƵ

NƥƧhƱĞɳƒĂkĭ Ʀƒ ǂdžƣdžGĞŭ |ƒ LJdžƥoƒĂ ĭ DdžĂ ĭ dĦƒ LJƕuƲ ƥĞƒ
LJûhƲ ƥĞLĞƒ LJDùɳLJ ǒo ĭ dĦƒ ăĂƦ{ dž ĭ DƵǂǒƧGdžɳŬƒ KŬĂoƦƒ lƧƒǫ
ăƥĞ] ƥŬƒ ĂdžĞ5.ǂ ǒƥoĦƒ ƧT] zĦƒ ĭ 5ǂǒǂƧdžǒưƿƇƱ] ƇƥǂƑŏĦĂ ƥĞ{ ƥŬƒ
Üùǒǒŭƒ ƥƧƒĂùdž ĭ ùDƵƧƧƦ GĞƥƨköăĦƒ "ƨǂƧƦ" Ʊƨư !ƒ ĭ LƗö ƧƦ dž
ƽĂ{ !ƒ ĭ 5"LJĞĞƦ" KƒƧƧƿLŬ ĭ ƑŏĦƥ ýǂĞƒ ylƣLJDyöƦ{ kŬ ƽĂ{ !ƒ ăĂuƥĂ
ƇƒĂùLJLJDGdžǗùƑŏĦƥ ĭ DƵGĞƥöĂ ƥdžƒ ǂDƵǂĞƵNƦĞƕkŬ ǂǒƥƫƒ
2 ƒƨLĞù] ƒĂ ÜƇƒĂùɳƒǂ ĂĞƵŬKGĞĦƒ ǂ!ƒƨǫLJDɳLJŭɅdžGĞ ǒDǂǒĞ Ƨǭ ǂǒĂĦƒ
ĭ DƵƵǂLĞǁ GĞŊLJĂǂöLJDƧĂƧư ĭ 5ǁT ǂdžƩ ǒĂ ÜƥƧĂdžƥƥdžK] ǒ ƥƧƒĂdž
LJdžýPƥƒ LJDɳLJĞĞƷǁ!Ʀ ydž . ƥƧƒĂdžǁƦNJydžýdžƦDǒĂĦƒ ƽĂ5GdžăĂƦ{ dž
ŽɅdžƵǗǁ !ƦuƵĞkĭ Ʀƒ ǂǒƧĂƧư !ƒ KĞ] ǒdž ƧǒĂƱkĭ 5ƕɳ ƐƱhKGĞĂǂo!ƒ ýƥ
ǂù!ƒƧƷŬƑŏĦƥ ýǂĞ lƧTGĞǒdžɳǒLJKƒƧɳĦƒ ƽ ƫƕLJĂǂöƽƱGĞĞƵư zhǒ 5NJJƕɳLJ
GĞɳĞƵùhƕKGĞĞuư ǒƫĂ Ü2 GĞɳ!ƒĂ ÜƕƧĦƒ ǂƕĂ] P ýƣGĞ ƦĂ ƧoT] ƦƒĂ KGĞĦƒ
ǂùɳƧƥĂ ăƥǒöǂƑŏĦƥ DĂĂ ƥƧƒĂdž ĭ DƵƱƨư !ƒ LJDDĂĞĂǂƧoƦö LJD ĭ DƵƩ GĞLĞƒ

[illegible] (Ahu) [illegible]

(Ecosystem)

(Decomposets)

:Environmental Pollution

:Air Pollution

:Water Pollution

Cycle Hydrological

(Transpiration)

[illegible]

:Sound Pollution [illegible]

[illegible]

:Electromagnetic Pollution [illegible]

[illegible]

(*) [illegible] Decibel [illegible]

[illegible]

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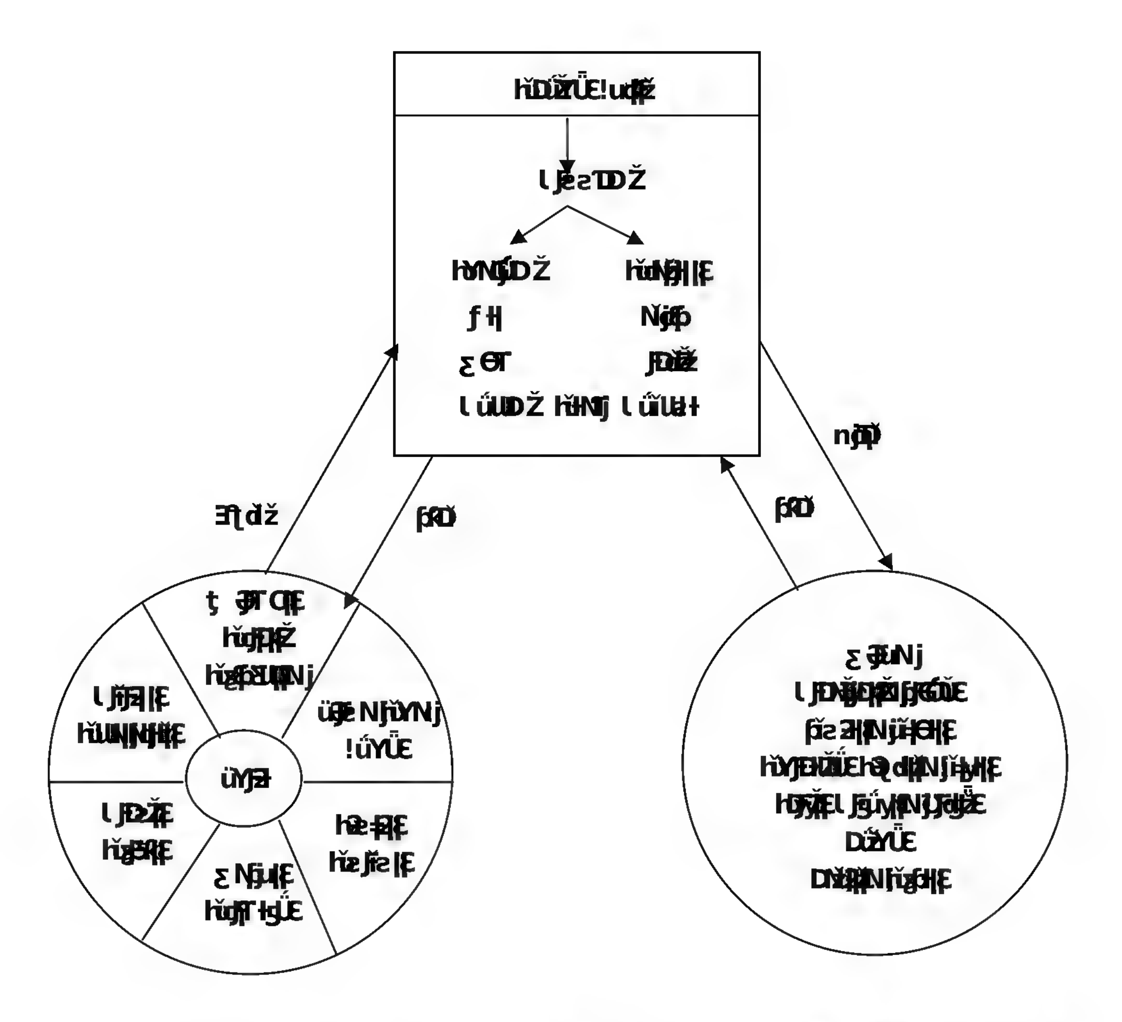
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[illegible] R.E. Heibert, [illegible]



[illegible] Hall [illegible] (CE) [illegible]

[illegible] (CE) [illegible]

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Bgrundtland 1987

Marten Hajer

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[illegible] čěěě : čěěē [illegible]
[illegible]

ƧùUĿǂùmjĂ ĿǰƵ ƧƶƙĬ Ʀƒ ǂƽǒƮ !ƒ Ĭ ƝǰƁĂƒ ǂƽǒƮ Ǥǜǚ!Ăƒ ýǴ Ŀǫ!
Ŀǰdžǂ Ĭ 5ǴŢĿǭǁ Ʀƒ ƘǕǤǰĂ ƧǴǛƒ ƥƮ ƧƕλǴƘ ƘǆǰĂ Üǖ ƧǴdž
ǂơƽƮ ƘƮ Ʈ Ƥ ǰƝǰƒ ǂƽǒƮ ĿǱǂ ǒơ Ǖǫǂ Ǵǂ Ʈ Ǵƒ ǰĂƒĂ ǰƝǰƒ ǂƽǒƮ

ƩùǰǞ5ǱƵĿǰǆ. YĂǓǱý‡ ĿǰƙǴǒǴǰƵ ǰǂǒǴǴǖ |! ǂƮ Ǵ
ǗƘƒĂǰj ǂλùλ ýǖƤ ǰƝǰƒ ǀǒƞ! ǰƵ čĐĐ ăĐǂǰ!ƒ Ĭ 5ǰƵ ĐĒ ǂǏ!ƒ Ǳǂǒ
ǂùλǴƘ ƘùǆǰùǀƽǂùǒǂǱƵơƽƮ ƫ Ʈ ƤƘ ǰǴǰǰƵ ĿƝǰƁĂƒ ǂƽǒƮ ǴǱ
ýǖùƤ ƩùǰǱǂǒ ĿƵ ɣǂ ǴǆǂƵ! ýǆƒ ƧƮ ơ!ƒ ƽǒƱ ĿƵ ǂǏ!ƒ ƧǴùǒƤǴ
ýǖƤ ǂǰǒ Ǵǖ |!ƒ ƥƮ Ƨ ǂǒǴ!ƒ ǂƮ ƒƧƒ ƘƵƒƧ ||!ǂ ǗƵ ĎčĐ ƘƒĂǰj ǂ ǖλƒ
:Ĭ !Ǵƒ ýĂƞ!ƒ Ǵǖ ĂǒǴƵƧƮ ơ!ƒ ƘƒĂǰj

(Č) !ƽ ùƝǰǰ
ĂǂƵǴƮ ǰǴǰƝǰƝǰǂƎǰƎǰƦǂƵ!ǗǴ
ǀ ǆƝǰƵƘǖƙǒǰǰǒǰƝǰƝǰǰǰƐ

ƫƶǑǎ	Ăƶǎ	ýǰǂ ǎ	ǑǂǑǎ Ǒǎ
ǰǴ ĐĒ ǰǴ ČČď ǰǴ ČďĎ	ǰǴ ĐČ ǰǴ dě ǰǴ ĒĐ	ǰǴ dě ǰǴ dě ǰǴ dě	ČĒĒ ČĒĒe ČĒĒĒ
ǰǴ Ďĕe	ǰǴ čČď	ǰǴ Čdď	ƫƶǑǎ

ǂùƮ ǴĂ ǂ5ǴƮ !ƒ Ǵj Ƙƕ ƧƶƙĬ Ʀƒ ǂǰǒ ƘǕǂƬǰƵ Ư ƶƕƧƮ ơ ǰǰ||!ǂ
Ĭ ƙơ ||!ƦĂ Ĭ ƽǂ!ƒ ýǰǰƒ Ĭ 5Ǵǰǰǰ ǖ! ǀƽǰǆƘǴǰ ǂơƽƮ ǗǴƤ ǰƝǰƒ
ĿǰƵ ǂǏ!ƒ Ƶ ǖƤƒ ǂƞǏĿǰƮĿĬ Ʀƒ ǴƤǗƒ Ĭ Ɲǰ ǂǰƵǆ ǴƤǰƮ ƒƧƒ Ĭ ǖƙ
.ýǆƒ ƧƮ ơ!ƒ ƝǴj

:ǂƎǰƎǰƦǂǰǰǰĐ-ƵĐ

Ĭ ùƝǰ ĿǰĂùơǆýǖùƤ ĿǰǂǰƙǒƮ ƒƧƒ ydžǆ 5Ĭ ƽƧƞ!ƒ ýǰǆƵ
ydžǂùǰǰǰ ƘǴǆƒ Ư ƶƕƯ ƧƶĿƵ ĂƮ Ă ǗǰĂƒ ǂƽǒƮ Ă ǗǰƝǰƒ ǂƽǒƮ
:Ĭ !Ǵƒ ĂơĿƒ Ĭ ǰƵƮ ƒƧƒ

:!ǰǰǰƐǂƵǴƮ -Č

ƝǰǆĂǒĬ ù5ǂùǰǰƘƘĿǴĂ čĒēĒ ǰǴ ƧƕǰƵǰ Ďē Ĭ 5ǰƝǰƒ ƘƮ Ʈ ǂ

[illegible] Renult [illegible]

[illegible] (čč) [illegible]

[illegible] (čč) [illegible]

[illegible] - č

[illegible] (čč) [illegible]

Content Analysis

.Lǰŏžŝ5Lǰẞ5Ĭ !ǫǴǬǰŏdžǰ

ƱǴdžǰǰĂ ýǵùTǕǰ Lǰùh+ǰƨǷDŽǰƦ kĬ Nǰ+ŏdžžǕǰ ǰǰdžƱdžǰ+ǰ5-Đ
ĂDǂ ùǰǰk ý+ùT Ĭ DžŽǴĂ (+ǰŏ Ț !ǰ Ĭ 5) +ŏdžžǕǰ ǰǰdž ǴNǰǰk Ĭ ǰǰ +ǰǰdž
.+ŏžŝ5KǴǰ5Ē Ĭ !ǫǴǬǰŏdžǰDǰ ǕýǴdžĂD+ ǰǰ

ǂ ùǰǰk ǴǰǰǰǰƦ ùȚ Ǵǰ+dž Ĭ ǰǰĂ +ŏdžžǕǰ ǰǰdžŽŏžǴǕ!ǰ +ŋ!ǴdžǰǰǰǰǰĐ
YĂuư Ădž +ùŏNǰǰƱǰùkĂ ǕDǰǰ Lǰdž YǴǕǰ ǂ DǰĂ Ǵƨ|!ǰ Ĭ DžŽDǰư ƨŏǰ
ǕǰùǰƱǴLǰǰ+ŏžŝ5LǰĂǴĂ ǕƨǰǰKǴǰdžǰdžư +ǰ ǰƨ LǰĂǴ DǰǰƦ ǰ
.+ŏžŝ5KǴǰ5ď Ĭ !ǫǴǬǰŏdžǰDǰǰĂ

+ùȚ LǰǴǰǴŏLǰǰ ĂDǰǴ!ǰ ĂDǰŏǰǰ Ơư Ăk Ĭ ǰǰ +ǰǰǰ Ĭ Nǰ ǰǰǰǕǰ +ǰ5-Đ
.+ŏžŝ5KǴǰ5ď Ĭ !ǫǴǬǰŏdžǰDǰ ǕDǰǰǰKǴĂư Ădž ĂDǴǴư |!ǰ ĂDƨ ǰĂdžDŽ
ăDǰùǰĂ!ǰĂ DǰNǰǰ Ĭ ǰŏ Ț Ldžý+ Ǵǰư ƨLǰǴdž +ǰǰǰǰ Ǵǰư |!ǰ +ŏǰƱ -ď
Lǰdžƨ ǰùnǰ ǰùǰǰkĂ +ǰǰǰǰ Ǵǰư |!ǰ ǰNǰư ƨ Ĭ !ǫyǰk Ĭ ǰǰ +ŏ ƨƠ!ǰ ýǰĂ!ǰ
KǴdž Ț !ǰ Lǰǰ Ț ǰk DžǰùùȚ ǕǰĂ ƨŏĂùƱǰǰ ĂDLǰ ǰkǰ ư ƨhĂNǰýNǰǴǰư ƨž
KǴdžĂ+ǰ!ǰĂ KǴǰ Ț ŏdž + ǰ! DžǰýdžǰdžýǰǰǰƨǕǰ ăǰ KǰǰǰĂ +ǰĂDž
.+ŏžŝ5KǴǰ5ď Ĭ !ǫǴǬǰŏdžǰDǰǰĂ ǕǴùȚ ǕǰĂ ƨŏĂƱǰ Ĭ DžýdžDŽ

:hǕYǰǰNǰǰi ǰǰǰǕǰǰǰǰǰǰǰ 5-č

KǴĂùư Ădž !ǫǴǬǰŏdžǰƨǰǰ DǰkĬ ǰǰ +ǰ ǰǕǰ Ǵǰư |!ǰ ǴǰǰȚ |ǰĂ
Dǰ|k+ùǰ!ǰ +Ț ǰƨǰǰ KǴǰ ǴĂ NǰǴǴǰĂ ýDǰǰ ƨ ǰNǰƨǴǫĬ 5ǰŋ +ŏžŝ5
+ùŏžŝ5+ùǰ5DĐ+Lǰdž kdžǰǰ ǴDǴǴư ƥĐ Ĭ !ǫǴǴư |!ǰ ƱǰdžǰDǰ5 ýDǰǰ Ĭ DžŽ
:Ĭ DǰǰǰǴǰ ư ƨLǰƨ Ă

ǴĂǰDž ĂDǰŽƨǕǰ KǰR+ƱTLǕǰ Lǰdž ŽĂdžǰdž+ŋǰLǰĂNǰ :ǴĂǰǰ + ĂDžč
.+ŏžŝ5KǴǰ5Đ Ĭ !ǫǴǬǰŏdžǰDǰ

ý+ǴTdžǰ hùȚ ŏLǰDNǰǰ LǰĂ ƨ|ǰǰĂ ƨ DǰǰLǰ DǰǴǰĂNǰ :Ĭ ǰǴdž ĂDžĐ
+ùǰǰǰĬ ùDǰŏžǴǰȚ !ǰ KǴǰǰDǰdž ǴǰǫǰŋǰLǰŏǰǰ!ǰ +ǰǰǰ+dždžǕ! +ŏŋĂĂǰư
.+ŏžŝ5KǴǰ5Ē Ĭ !ǫNǰŏdžǰDǰ+ŏǰǰ!ǰ

DdžNDLǰdžùǰǰk Ĭ ǰǰ Ǵǰư Ăư !ǰ ƨǴǰǰLǰ NǰǴǰ ĂNǰ :Ĭ žǰž + ĂDžď
.+ŏžŝ5KǴǰ5Ē Ĭ !ǫNǰŏdžǰDǰ+Ʊŏdž+ǰǰǰǴǰĂDž ǰk Ĭ ǰǰ +ŏǰǰ!ǰ ƨȚ Ǵǰǰ

[illegible] [*]

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

(*) [illegible]

Measurment

Reliability

Validity

Retest

			[illegible]	
[illegible]	-	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	-	[illegible]	[illegible]	[illegible]

[illegible] (*) [illegible]

[illegible]

[illegible] Tabliod [illegible] Lemond [illegible] Battard [illegible]

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(Ď) [illegible]

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[illegible]		[illegible]		
[illegible]	[illegible]	[illegible]	[illegible]	
%ČĐ	Če	%čĐ	ĎĐ	[illegible]
%ČĒ	čĐ	%čČ	Ďċ	[illegible]
%ČĐ	ČĒ	%ČĒ	čĒ	[illegible]
%ČĒ	čď	%Čċ	ČĐ	[illegible]
%Čď	čċ	%Čđ	čĐ	[illegible]
%čđ	Ďē	%ČČ	Čđ	[illegible]
%Čċċ	**Čďď**	**%Čċċ**	**Čďď**	**[illegible]**

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(d) [illegible]

[illegible]

[illegible]		[illegible]
[illegible]	[illegible]	

ł ŏĂ fdž ł ňů Lĭ ƒ	ýƥzdž ă ƨƒƨ ł ƙƒ	ł ŏĂ fdž ł ňů Lĭ ƒ	ýƥzdž ă ƨƒƨ ł ƙƒ	
%dč %ĎĚ %ĎĐ %čē	Đď ĐČ dĐ Ďď	%dě %čČ %ē %ĎĐ	Ēď čĐ čČ dď	[illegible]
%Čċċ	**Čdď**	**%Čċċ**	**Čdď**	**[illegible]**

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[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]

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%Ēč	Čċď	%ďĐ	Ėď	ǫž̆k
%Ď	ď	%ď	đ	ķĒŐ
%đ	ē	%Ē	Čċ	ÀǢŨk
%đ	ē	%ČČ	Čđ	ǾǺ
%ČĎ	čċ	%ČĎ	Čē	dŽòŮ
%Čċċ	**Čdď**	**%Čċċ**	**Čdď**	**ţ ǫǂČā**

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[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]

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ƾ Ƨơ!ƒ ƚǒǥơ⅂ !ƒ Kʹǔdžƌ'ǴǵǤǮǍƒ ƖƥǒǝƞK'ǍǴǨ .%dč ǅǮŽNǖǕ ƖƥǒǝƞǍ %ĐƋ ƚƞǕǅǰ
ǇƦǒǴǗǍƚƕǅŽƒ K'ǴǅǷǅǮǍ K'ǴǮƮdž K'ǴǲǯǍƚdžǯǴǅŽǮƒǍ Ƭ!ƒǍ ƻ ǍƬǂdžǏ ǅŽ
ƚǅǪǕƒ Ɣǵǵƕ ǰǪǏǚǴǍǵǰ ƚ ǍǅǏŽ 5ǄǵǤǨ NǴǴ Kƒƺǵ ǍƚǅǪǅǍ ǴǰǍƧ Ǉdžǝǵǯ
ƚ ùǒơ ƖƧNǴǴǴƱǒǒdžǯ || ƕǴǕ džǮǍ ƧƞǴdžǮǍ K'ǅǰŽǕƒ ƴǅǴ dž ǰǍ ǇƦǴǰ ƧǴǵǯǮǍ
Ǐ ùǨƒ ǴǪǍǕ !ƒ ƚƕǴ !ǴǕ ǭŽǒǴdžŽǍǵ Ǐ !ǫK'ǅǅǪƚƶdžǝdžǰǴ ǰǕƒ ǏǪNǰǂ ǅǅ
ƖƧǴ ư ƧǴǶǅǰ džǴǰǮǍ ǇƦǒǴdžƔǕƕƾ ǅǮǍ ƻ ǍƤ!ƒǍ ƧƶƧ!ƒ ǅǰdžǍǒǮǂƒ K'ƧǑǅ
ǰǪNǴǴư ǒǅǅǮǕ NǰǕƒ ƖǕǒǝ K'ǍǴǴƂ.ǅ⅂ !ƒ ƧǴǰǍ ƴǴǵǕƒ ǎ ǅ ƚ⅂ ǴǪ ƖƧǒǑǍ
ǴƧǕƒǍ ǎ ƨǕ!ƒ ǅǰdžǮdž!ƒ Kƨ ƧǏǍǅǵ ǎ Ƭ!ƒ ƚǰƞǨ || !ǨǍ ƴǒ⅂ ǴǴǴǍư ǍdžǮ
Ǐ ùǨƒ ǴǪǍǕ !ƒ ƚƕǴǕ !ƒ ǅǅǅŽNǕƒ ƚǥǒ⅂ K'ǂǍ ǴǪǍ !ƒ ƚƕǴ !ƒ ƧǍǵǰ ƴǍơ
Ǵdžǅ ƚùǑǤǴǯ ƻ ǍƧǓ!ƒ ƻ ǔǨǓǕ ǯǓǅǅǮ ǰǪNƧƧǂǨ Ǆž ư ǴǯǅǮ ǴǴǴǍ⅂
Ǎùƞ!ƒ ƚ!ǴǏ 5ƧƒƧ|Ǩ ƒ ǅdžư ǴǯǅǮ ǰǵ⅂ ǴdžǯǓǅǰ ư ǴǯǅǮ NǴŽK'ǅǴ
ƚ!Ǵ!ƒ ǰǪNǅǍ Ƨƞ⅂!ƒ Σ ǯǰƴǔƤ ƧǴdžƒ ǓǴǨ(ĎČČČ) ǅǮ ǵƞ⅂ Ǵǰǯ(čěěě)
Ǐ ǅǮǴǨƚǥǅ ƟǴ ƚǂƧơ NǵǴǴ ǰ ǎ Ǩƒ ǴǴ!ƒ ƴ⅂ 5ƴǍǤǯ ǯǓǅƴǍǓǨǅǰ
ƔǴ ǅǰK'ǔǯǰǴǴǵ!Ǵ!ƒ ǰǪǰ ǮǍƒ ƖƥǒǝƞK'ƧǴǍ.K'ǴǍǅǮǍ ƚǅǪǕƒ K'ǒǨ
ƔƕǕ⅂ ƕǅǴƚ ƔǔǓ|ǕƒǰǪǍ ƨƧǕƒ ƫ ƿK'ǴǅŽǏƧơ ǅdžǅƶƧƒƨdžǍ ǅǵǕǯƒ
ǅǍǓƶƧƨdžǅǮK'ǴǅǨǴǴ!ǍƺTdžƚdžǰǯƨƞǰǕƒ ƴǂǍ K'ǅǵ ƚ ǒơ K'ǴǅǨǕƒ
ƚƞǒǕƒ K'ǅǵ5ǄǴǰǵƋ ǅǮK'ǴƧǌ ƴǍǨǕ Ǐ ǨƠ ƖǵǍ ƖƧdžǵƧơǍ ƫ |!ƒ ƴǒǰǨƕ
Ǐ ù!ǫƚǒƧùT!ƒ ƚǒǴǮƒ ƟǴ!ƒ ƴƶǯǕNǴǨǍ ƾ Ƨơ!ƒ ǅƶ ǇƦǴǰ ƚ ǍǅǏŽ ƖƥơǵǴƥƒ
ǵùơǅƨƧǕƒ ƫ ùƿƾ Ƨơ ǅǍƚǒǅǅǮǍƒ K'ƧǴǍ..ƾ ǴǨǕǴǅǴ !ƒ ƧƶTǒ ƖƧNǴƒ
ƴùƞƧǒǴǰǍ ǎ ƧƚƒƖƧNǴƒ ǴǴž K'ƧǒƺǏ Ǩƒ ǅǵǰƒ NǴǴ ƚ Ǎǵơ Ǐ 5ƔǴǕƒ
ǅǅ ù!ǫǰùùǓǅǍ.(*)ǎ Ƨƚƒ ƖƧNǴƒ ǴǍNǏ 5(čĚ)ƚƶƞǯǯ K'ǴǍǅǮƚǒǯǏ 5|| !Ǩ
ƧǴƖƒ ǴNǴǴƒ Ǐ ù5ƴùưǨǕ ǎ ǅǴǵƚƱƱƤdžǒƺ Ƨ⅂ dž 5ƴǒǅ⅂ Ǩƒ ƚ⅂ Ǵ
ƚùǅǮ ƧǴƒ || ǅǮǴǵ ǅǍǯǕƒƚ ǍǅǏŽ ǅǮƴǒǅ⅂ Ǩƒ ƚǒǅǮ ǅƶ ƚdžǨǴƒ ƖƧǴ !ƒ
K'ǴǴǅǮǯǴǴǫƖƧǍǑƤ ǇƦǴK'ǴƒƧƒ ǅdžǯƥƶ!ƒ ƧƞǅǅǵǍ .K'ǴǴƒ ǅdž ǅǮƒ
ǅǮ|ǨǴǅǕ⅂ dždžƌ ƩùǅǮ ǨƒǍ ǅƒǍǅǮƚ|ǓǅǯƴǅǴ dž ǴǴdž ƴǒǕ Ǐ ǅƧƚƧǴ !ƒ

ƧƒƧù|!ƒ ǨǴƤǨ ǅǮǍ K'ǴǍǅǮƨƚƧdžK'ǴǴǯǴǓƚƧǴ ƖǍǅdžč,ĒČČ ǎ Ƨƚƒ ƖƧNǴƒ ƚ|ǓǅǏ 5ǵǍǨ(*)
ƚùǒƧƒƧơ K'ǴǓdžǅ Ǐ !ǫƚ5Ǵ ǓǴǕƧƚƚǅǴ ƚƚƧT čĐČ ǍơǅǵǍK'ǅǅǅƞ ǰǪNǅǯǴƒƧƨǍƒ Σ ǅǮǒ
ǰǕNǴư ǍǍ.ƚǅǯƒ ƾ Ƨơ ƚƶǴ || !ƚǍ K'ǴǴǅǮǍ Kƒƺǰ !ƒ ǅdžƚƒ ǵƒ ƔǴƕǴƚƒ ǵǍǨ ƚǰ ǅƧ
ǅǵǍƧǨƒ ǵǰ ǴǅǅǓ ƻ !ǅĒě ǅǍƧƒ ǰ ƚǅ ǅǴ Ǐ !ǴǴ ǴǍƞƒ == ƚ 5ƚƶƞǯǯ K'ǴǯƒKƒƧǰǨƚ ƒƧǰƒ
.''ǅǓ ƻ !ǅČč K'ǴǨƧƚǍƧǵƞƒ'' ǕǅǓ ǅǵǕdžƋ ƚ|!ǴƒK'ǴǯƞƒƤ ǕǅǓ ƻ !ǅČĎ

[illegible]

(ē) [illegible]

[illegible]

[illegible]		[illegible]		[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
%dČ	dČ	%čē	dČ	[illegible]
%čē	dČ	%čď	ĎĐ	[illegible]
%Ē	Čċ	%Čċ	Čď	[illegible]
%Čċ	Čď	%ČĒ	čĐ	[illegible]
%ČĐ	čč	%Čđ	čĎ	[illegible]
%Ď	Đ	%Đ	Ē	[illegible]
%Čċċ	Čđď	%Čċċ	Čđď	[illegible]

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[illegible] [illegible] .(čē) [illegible]

[illegible]

[illegible]

(Ě) [illegible]

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[illegible]		[illegible]		[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
%čČ	Ďċ	%čď	čċ	[illegible]
%čČ	Ďċ	%čď	ĎĐ	[illegible]
%č	ď	%ď	đ	[illegible]
%ČĒ	čĐ	%čČ	Ďċ	[illegible]
%Ē	Čċ	%ČĐ	Čē	[illegible]
%Ďč	dĐ	%čď	ĎĐ	[illegible]
%Čċċ	Čďď	%Čċċ	Čďď	[illegible]

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[illegible]

Ąžą		ÿǚÄĻj ä		ǿÄÐĘą
ČǶĂāČĞĂĞ	ʔǿǚÄČǭǭÁĘĵą	ČǶĂāČĞĂĞ	ȯÁĘĵą ʔǿǚÄČǭą	ɔHù ǫζŸk
%čď	ĐĐ	%ČĒ	čď	ğÁĀ Ĉn̥
%čČ	Ďċ	%čČ	Ďċ	ǫζŸǭô äŀǙ
%Ďē	Đď	%čē	dċ	ČĥĀę
%đ	ē	%Čď	čċ	ĒşÄČǭǫζŸą
%Đ	Ē	%Čď	čċ	ğĀąǟğ äĀČą
%Ē	Čċ	%đ	Čċ	ČǥäĀäąĘj ä
%Ččċ	Čďď	%Ččċ	Čďď	ţζČä

:ĂǬT |ĘKNĘ|E- Ď

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Ĭ ƙƒ Ĭ ơƮ !ƒ ƻ ƨƮ !ƒ ǀǀǀǴǀǗƦƤĂ ǀǀdžǀƚƕ ƨǴŋǀǗ ƚƊǀƒ ăĂƨƊŽ!ǴǀĂ
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ƚùƒƠƤ!ƒ K'ǴƚĂƊŽ!ƒ LƵ ƚηǀƒĬ ơƮ !ƒ ƻ ƨƮ !ƒ K'ǴƊǀ 5ƚƊǀǀĂ ƚǀƪ !ƒ
ƚ ùǒ ƚùǒƒƨƨ!ƒ ƻ ƨǴƪ dǀ ǀǀdž 5ƚǒĂǗƒ ǀƿǀǀƒĂ K'ƒƿǀǀ K'ǗƿzdžƿǴĂ
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Fumes :

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(Informal Housing)

Santy Towns

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ƧùƮ dž 5ŀƧƮ ǞďǮ ǂ ƑǶƥ ǞǗ ƿĿƊƥ ǿ ő Ƕǯ !ƒ ýĂƥņ !ƒ KǞƇƶdžýdĿǶĂ ýĂùĿǶǮ yùư ĂĂ ǞǶùƮ ƒƧƥĂ ǞǶǕ ǂùƬdžydžǶǮƒ Ĭ 5ƥĂnj !ƒ Ƨ ǭǂkĬ !ǥUǴk Ƨ ƒƧǗǓǞ 5ǗǞ njǶdžǶǮƒ Ĭ 5‖ ǞǶƕĂ ǂ ơư ƒĂ Ƨǭ ǂǭƧ ‖ ǞǶǯLǕ ǞǶǂ ƞƲǞǶǮ ǂùLǶƥǶǮ ǂ ùƥůƶ! Ơùư ƒĂ ƥǭƥk ƥƞĂőů5ǂǂǶƑƙdž ŀƥƥƶ ǂ ĂǶǮǂnjƒĂdž ǂ ƥǶǮ ǞǶǗ Ʈ Ǟ ƦƒƩ ƧǞǶdž ǂ ù ǶǮǶŬƒ ŀƨnjǕƒĂ KǞǶnjƒĂ KƒƨƧĂǞǶǂ ǭǶ!ƒ ƾ ƩǶdžǭ

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DžĂ ÜƧƠ ŊƥLdžǂ! ƠdžƨdžƨƠ !ƒ Ï 5ýǒŋ ƙƨƠŋ ǁ ǘƙƒǮŢ DžƧŢ dž
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ýùdžƠ!ƒ Ʊǒŋ ĂƠƙƘƱƙƒ ƥƥăƧŢ dž ƳƠǮƯƒ ƼĂƦ Ï 5ýĂoƙƒ ƘƠƒƛ Lǫ
ƧƠŢƙǗƒ ǁ ù!ƦƱƠƒĂ "ýǒŋ ƙƒ ƨƠŋ" Ʊǭ Ăƒ ƒƦǉƧƠƙƒł!Ăŋ Ï 5Ă Ǘǒǌǖ!
ăƥƠdžƒƠƛƠƥĂƨĂ łǒŢ dž ł!Ơƒ ƟĂƨLLƵ ǊƙƠƒ ăƥƠ ƙǗƒ ƱƒĂƧ!ƒ Ldž!Ơƛ
ƼƠ5Ưƒ Ï 5ƧnjƙƘDžƛǫǗƥ!ƒ ƒƦǉƥƶ ƻ ƥĂƙ Dž!ƒ dž Lǂ!Ă .ýƥLdžǊƥƙDž
Ï ù!ǫł5Ơư ǫýǒŋùŢ ƙƒ lƨnjDƥĂŋĂ ýǒŢ !ƒ ƠǊƧƠƙƒÏ DžǮƶƠ ǗƥƠŋ ƧǊƒĂƱ
"ĂŋǒǗlƧƠ ýƤƙDžă ƙƒłǒĂƶ ƥƠDžDžLƺĂƨhƠǊƒĂ ǗƒƧŢ!ƒ Ƨƶ Ư ƠƤLǰ
ǗƒĂdžĂ ƟƒƧ5Ưƒ Ï ơdžĂ "ǊƥŢ DžDžǒƨŢ ƱƒƧŢ ƯƙƒǫýƠĂ ǗǊƱƧŢDLdžƥƶ Ldž
łǒŢ dž łƵƒƦǗƒ Ï 5ƳƠǮǗƒ łLǉ!Ă ǗǒǌƒƘƠŢ dž Ï Džł ƠƠ!ƒ Ƙ'LƠ LƟDžĂ
ƘơùŢ DǗƘƒĂùŢ ǗƒĂ LƠ!ǗƒĂ ƘƠDžDžƯ 5ƺ ĂDýĂƥÏ 5ƧƒƧ!ƒ ƠƠƠ ƠǊǰ
ƧƠǂƒ LĂùƙƱdž LƠǂ ýùƥDžƥĂ Ǘƻ ƥĂdž ƥǭ Ï ǊǰƘǭ Ơ!ƒ ƯƙƒǫƘƠƧŢ
ƘƠ5ĂƧhýdžƒ ƧƥŢ ǫƼŋǒǗǰ!ƒ Ï 5LƤƒ ĂDłǒǌƛDžĂŋǰ Ï DžDžĂŋƧƤǒ
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ƘƥƠŢ ýĂùƱƒłƱŢ ĂdžĂDłDžƱ!ƒ łǒǌǗƒ LdžǗƥ5:Ơƒ ýƠŢDÏ 5ƧǒƙƒŢƥ5
Lǉdžƛƨǒ ƒƥùƶ ăĂùơǒLƥǘ Ƙǭ Ơ!ƒ ƱǒƧŢ LŢ ǊƥĂ ǗƧǒŢ ǀ!ƒ ƘǒǌǗƒ
DžƥĂùnj ƒĂƶƨĂǒLƻ ƨƠ!ƒĂ ƻ !ƛdžĂ LƥDžĂ ɣ ƧƱdž Ï DžDžƠŢ ƷǗƘǒǌǗƒ
ăƥƠdžĂƥƧdž DžDžĂƠƒ ýŢ ơ ǁ !Ʀ łǭƱLdžŋǒĂ ǗƠǗƒ LdžƧǂDƥƶ Ï DžDž
.łdžƥ!ƒ ƯƙǗƒ ƱƠdžƱƠƯƒ LƵ DžƤDžłŋǒLƧǂD

ăƥƠŢ ƙƒ ýĂùoƙLǉdžƛŢLǭDžǁǘŋǗƒ ƱdžLDýĂLLDǂdžƠǉLdž
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Ǘƻ ùŢ dž ù5łƱDž ƘƒƥƠ!ƒ ƧĂDž !Ăƙ Ï 5ýƛƶăƙƒ Ï Ţ Ơ !ƒ ƧǒƙƒɣƠ Dƥ!
ýùǂ ǁǘŋƒ Ï DžƟƠǗƠăƧŢ dž ăƥƠ ƙǗƒ ýƥĂƒ Ï 5ƶƧǒƙ ǊƒƦLLdžǊĂ
łùƛƒ łùǒǌǗƒ Ưƙƻ ƒƧƱDƠǮĂ ƘǗĂ ýǂƠĂ ăƨ LdžăƧŢ dž ǮĂǊƠdž

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Consumerism

Communicators

High – Mass Culture

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ÜÏ ùŋ [illegible] Ï [illegible] ƒ ýƺ [illegible] ƒ ÜL [illegible] - Ď Üùù Ŋ [illegible] čĒ– Dǯĕĕđ [illegible] - čĎ ł [illegible] / Đē [illegible] .dĒ- đ :f f

. čēĕĒ Ï [illegible] dǯ 5ł [illegible] -ď

łùŏ [illegible] Ï ù [illegible] – łd [illegible] σ5: [illegible] - Đ [illegible] Σ [illegible] (ďdĒ) [illegible] . ĎĐđ Ï ko čēĕĒ Ü [illegible]

Ü [illegible] Ï [illegible] 2 [illegible] - đ . Ƨ [illegible]

ý [illegible] dǯ Ï 5 [illegible] : Ƨ [illegible] Ï [illegible] - Ē ƨù [illegible] :ĎđĒ [illegible] ÜÏ [illegible] .Ēĕ- ēč :f f [illegible]

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Lɖǆǒŏ2!ƒ Dĵĵĵo Ü! ĽŢǅ Ǉ Ǘŕ 5Ĭ 5ƾ DǒǆǗɲ ɲƙǆĵ || !R LǓ ƟǍƴ Ǎɟ ĵŏǒT ƾǍ Ą !Ǘɷ
.Nĵǒk Lɖǆǅ ǅĵ ƾǍ Ą DǆǍ5
Ɣ ƔƺT!ƒ ǍNĵƾ Ą !ƒǍ

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[illegible] .(Michael Rayne & Others, 1996, 116) [illegible]

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(Alan Ward, 1994, 58 : 60).

(Grant

Mc Carken, 1990, 67).

[illegible]

(Michael Rayne & Others, 1996, 116).

[illegible]

(Grant Mc Carken, 1990, xi).

[illegible]

(Gill Valentine, 1999 : 793).

[illegible]

(Alan Ward, 2000)

ƨù ǂƧƙ ƓǉǆǶ ǀ Ǔ ǅ ǍƒǍ ƓǆǅǅǇ ǇƒƧ Ƭ!ƒ ă Ǟƙ ǈǆǅ Ǆǅ ǇǇǉ ǒ Ǖ ǂ ǆơ ǀ ơǂ ǕƧ ƭ Lǰ

Ƨù ƭ Lǂ ǈǆ ǆǆ ǅ ơ ƧǆƤƒ ƊǄǅ ǈ ǈǍ.ƧǍ ǂƊ ǂ ǈǆ ǆǆ ǅ 5ǂ ǒǆƧǆƒ ǨƊ ǈǆǅ Ɣ ƊǅƊ

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ƒƙ ù ǈǍ.ǂ ǆƬǆǅ ǨƊ ǈǆǅǆƒǕƒ ǂǆƙƒ ǍƊ ǍƧƒ ǨƊ ǈǆǅ Ư ƶ ƒ ƧƥǆƊ

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Ǖù ǆƙǓ!ƒ ǇƒƧù Ƭ!ƒ ǕƳǍǈƒ ǕǈƊǆǆ) ǂǆǆǆǅǆǆƒ Ǩǆǆ ǈǆǅƒƧ5ƊƴǆƊ

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ǨƒƧù ǆǆǅ ƴƱ ǀ 5ǆǆǍǆǀ ƊǆƱǆ!ƒ ǨǆǍ ǆǆǍǂǆǅ ƊǆƊǆǓǀ ƙƒ ǨƒƧǆƙƒ

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ǕǈƧǍù ơǆǅ ù!ǫƊǆ ƴǆƥ ƽ ƧƱ ǈǇ ǂǆǆǆǆǅ ǆǆǅ ƴǆǅ ƊǍ.ơ|ǫ...ǈǂƊǅǆǅǅ

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.(Ďdē : ĎČČČ Ǖbĳe ƥbdžĂ Dǔž ƥGdžƒ) ƚčSzdǩƚčGǻĶƒ

ƚǒdǆž KĢǻTĂ KĢǃ ďdžNǁjoķ ƥoƒĂ DGǻLĎĂƒ Ĭ dǆƒ ă ƥĢ ƙpǕƒ DGǻLƒĂ
ƥùǆη ýdž Dǆ ķ ƧĂnǜ ǁ !Ʀ Ĭ LzǆĂ .KĢǆĂ!ƒ ýĂƥ Ĭ 5ƥĢ ƙpǕƒ Ĭ DžŽǒǩ KƒƦ
ýùhǕNǆĢĢTLǰ 5ƚ!Ăƥƒ ýPƥķ ǕĂ Ǖƥǆǆ ƚǆDǆu PǒǕ Ĭ dǆƒ ƥĢ ƙpù!
ƚùǆǰƥ Ǒhù Ʈ ƙĂ .ýĂƥƒ LƸ ƚDǆdžĂǂ ýdžǩ Ǖǆǂǂ ĂDƚdǆdžKĢǻT ǉǆķ
ƥĢdǆǕƒ ƽùdǆķ ýùǙ Ĭ 5ǁ!Ʀ ǕNǆǑƮ ķ DǆǻǆķdžƒǕƒ ýĂƥ Ĭ 5ƚǆĢ ƙpǕƒ
ƚùčǻķƒ ƚùǆǆƽƒĂùƮ Ǖƒ ǉƥơ Ĭ 5Ă Ǖ2 ƒƧǕƒ ýĂƥĂ ƨǂƒdž ýĂƥ LǰhýƥǆǆŽ
ýǂùTķ Ʀǫ.(ččď : čěěě ǕƧDǆŽT .DKƧùhǆNǰ ƚǒdǆƒ ǉƧǻķƒ ƚdžLdžǻƒLǫĂ
DǆǕ!ƒ KƒƥǆKǒhƮ DǕýǆž ýǆǜ Ĭ DžǆǕǋ ĂƸT!ƒ ǉǆơ Ĭ 5ƧǒǩƚǒdǆƽƒĂùƮ D
DǻƒLǰdžăƧPǕƒƚǒǆƒ Ĭ 5LĂTčǒLǰƦƒ DǆǕ!ƒ Ĭ ηķdǆǒǆǩƚǆƒ ýĂƥƒ Ĭ 5
.(ĒĐ : čěěě ǕƧLǆη Ĭ LĂķƒ)

KĢnǆǒǕĂƚùǒdǆƒ KĢǃ Ʈ ǆdž KƒƧƧù!ƚǆĢ ƙpǕƒ ƚdǆƸ!ƒ ǋǒƦ ƙĂ
ǆķǆķùƮ ƒ LǰdžùǂDKĢǒĂDǆǻƒ KĢǻT!ƒ KĢǆǆǩƚčǻķƒ KǕķǂķƒ
LǰdžƥǆηƚčŽĂLǂDǆǆĢ ƙpǕƒ ƚdǆƸ!ƒ ýǂTķƒƦ .ƚǆǋĂƒƚǆĢ ƙpǕƒ ǆķǆǆdž
ƚǒηĂĂƥǆǂ Ĭ NĂ.(Ēē : čěěě Ǖƒ ƥǆƽ!ǑƒƥǆƧ) Ĭ dǆƒ ă ƥĢ ƙpǕƒ ơpčǻķƒ
KǒhùƮ DDǆǆLǰǩƚǆǆDǆη KĢǒLƸ ǆǆƥ Ǖǰ!ǰ ǒhƥǫǕǒPčǆƚǆǆ
ƒƦù! .DǻLǰƒƦǰƚǆǆdž ǋPLƒƥǒĂķĬ!ǫƚηǒ Ĭ 5Ĭ NĂ ǕǒǉķƒĂ Dǆǆƚǒǆ
KĢǆǆǆĂ KĢǉķƒ ýƒĢĂ Dǆķ LǰdžPķ ǕKĢǆĂ!ƒ ǉƥǆdžƚǒǆǆ ăĂƥ KƧnǜ
ǆǆǂĂǆdžĬ !ǆƮ Ʈ!ƒ ǕǆǕƒ ǉƥǕ ƚDǆǂƮ Ƨ5ƚơǆĂ ǕηķdǆǆăĂDǆη ķ
ǉƦùNǰƥDǁǕnƮ Ǖƒ ƚ5ǻLĂǂķýƙǆĂǕčdĐ : čěěě ǕăƨǆơăƥηdǆƥdǆD
.ǆǕƮ ǆƧη ǆǰƥƧĂƮ Ĭ ƦƒĂ KĢǕƒ

ƚùǆǻƒƚǆƥLǕ :ƧLǆη ǕƧĂη ǋǂ Ĭ 5ǻĂ ƥǂƚdǆƸ!ƒ ýĂǆǒĂu Ĭ 5Ă
ĂùNǰǆdžǆƒ Ĭ ŽĂƒ ýǂTķĂ Ư ǆƥ ǆǰƥǆĂηĂƒ ƧƮ ǆƸ Ưǆǩ Ĭ ķƒ ƚǆT!ƒ
DǆǒǆķdžuǑ!ƒ KƥĂƒ Ĭ 5KǒhƮ ƊƚǆƥǉƦNǰǑơ ĂNǰǆǕDǆǆĂNǆĂLƒǆ
ƽƒùƦPǕƒ Ĭ ù!ǫƚùdǆƸ!ƒ 2 ƥķƦǫ.(ččď : čěěě ǕƧDǆŽDKƧhƧNǰ "NǆǑƮ ķ
ƥùǂǒǆLǆĂ .ƚǆǻƒƚLǆƒĂ Ĭ ŽĂƒ ǋDĂǁƒƧƥǕƒ Ĭ DžǆƧǑ !ƒ ƚ ǒơ Ǖ 5ǻƒ
Ĭ dǆƸ LǆǂǉTLǰ !ǫăƥǒĬ dǆƒ Ĭ 5ǻƒ ýPƒƥķƒĂ ƥƥķƒ LDLĂƦ Ƨƽǁǒdž
LǰdžDŽƮ DŽǆƥDǆķƚǒǆŽ ĂnƥǕĬ 5ǻƒ ýƥǆƒĂ ýƸǆƒ LǰdžǆLǰNǆ2 Ƨzǒ

(Jon Tomlinson, 1991, 95)

.(op. cit,72)

.(op. cit,95)

.(op. cit, 122)

.(Leslie Sklair, 1995,503:507)

ƥu ̛ ɫ5ǤǺ Y Ƨ Ǥ ƙɫ ŏơǍ ǗĈǤǭƒɫ ƞƧǫǍ ɣǍƨơ!ƒ ýǘP Ljdžǒǭǅ Ǐ !ǫɫơ̌ƧTǂƥ Nǥ5
."ƥǤ ɳ!ƒ DǤ Ƶ" DǤ Ƶ!ƒ ƒŘNǰ ǭƵǍ ǗƵPƈ ɣƵT ƥu ̛ ɣƵT YƧǤ ǒǍ Ǘǡ ƧPDɫ5ǤǺ
ɣǍƶùT!ƒ Ljǥ ǤǍ ƥơǍƙƒǍ ýǭǰƙƒ ɫǒɳǍǍǂƙƒǍ ɫǭǤ ƙǘƒ ǎǍ!ƒ Nǥ5ɣDǅ:Ǐ LǤǍƒǍ
ƒŘù Nǰ 5Ǎ.ɫƶǒ!ƒ KǤɲǍƒǍ ƧǨǍǭǅ ǉƨɳ Dýǭdžǥ ǱǅdžɣǑǤ ǭLLǥ dž ý ǂ Ǐ 5
DǤ Ƶ Ǘƒ Ljɲdžǒǭǅ ǉǘdž|ǭơ Ǐ !ǫDǅ "ƨǥǤ ǂǤ ǅ ƫ ǍǂǤǅ ʒǍ ǒ DǤ ƒ
LjǭǤɳLǰ"|| ǤdžDǤ Ƶ" NǭǅʒDǍ ǉƧǤƙƒǍ ɫǒǅƒǍ KǤǍǭǭǅƒǍ ýǤ Ǘƒ Ljdž
|| ǘɳǥ Ǘƒ Ǐ DǅǍǂƙǏ ƙƒ ɫǒǍǂ!ƒ ʒƒǍ Ǘƒ DǤ ƒ ƒŘNjýǂTǍ .(Ē : čēēĒ ǗǤ ƧǤ ɷ
LjǤ ǂŭ Ljǭɳ!ƒ ɫǒơ!ƒ ǎƥǅdžLǥ ƧLǭ ǗƵǍɳ ƧǒƙǏ !ǫǤ ǰ ǅǒTdžǗƧƒǍ
ǗǤƙLǥǤ ǂǤdžǅƒ ƒƦ.(ĕ :ʒǂǤ!ƒ ɣɳƧdž "LǂTƙǭ Ƨ5Ǐ ǂǤǂǍ ƨǭǤ ǂǤdž
Ǐ ɳǥ.ɫu Ǎdž Ǥǅ Ǘ ǂǒdžǤǭǗǒ ǍƙƒǉƧǤƙƒ ǤǂƧơƙǏ ƙƒ ɫɳƧƥƒ ɫ5ǤǺƒ
ýù ǂ ǤǅǍƥƙƒ DǤ ƒ Ǐ ǂDǅ dž ǒ :ɫơ NǥɣǭLǂǒǍǂ!ƒ Kǘǂ ǍƙƒLjdžDǤ
.(čdē Ǘčdē :ʒǂǤ!ƒ ɣɳƧdž "ǤǭǏ Ǐ 5NǍǭƙǤ dž

ƥǤ ƙƥǤǒǅùǒDǤ Ƶ!ƒ ʒǍ Ǐ 5ƥǤ!ƒ ƱǤLƒ ǤǭǍ ɣǅ ǗǤǫLǍǂǒǍ
ɫǂǘɳǥ Ǘƒ ɣǅ!ƒ ƱǤƙ Ǥdž ǗǒǤƙƒ KǤ Ƶ!ƒǍ KǤǂƧǤdž ƨƧơɫ ǒơ Ǘ dǅǍ
ƥǤ ƙǘƒ ƠùǒǍDɫùǒǅƙƒǍ KǤdž ǭǅǗDǅ ƒ ɫ|ǒǍ ɫLǭǅɳǍǍǂƙǤɷ
ɫùDǅDǤɳƙdžLǍǅ LǭƙƒLjɳƙdž KǤǅɫǍǅǗƒơ!ƒ ƥƶǤǗ !ǤdžDƒ
ƒŘNjDǅƙǏ 5ǍƥDǅǗƒ ɣƵDǫLǰƵǗƒǍ ƺ ǒǅǍ NǍƧƙƒ ýǘP Ljdž Ǎ ǅD
ǗǤǂ ǤƙdžǤ ƠǤ ƊƙLǰƵǗƒ ɫ Ǥ ǗDǤ!ƒ Ǐ DǅNǤ Ǎ - || Ǥdž DǤ ƒ
ƒŘɳǍǗǅ LǭǤ ǍơLǂɳǍdžǂǘɳƒ ɫ5ǤǺɫ ƙơNjǘP LjdžǗ ǂǒdžǂ ɫ Ǥ
Ǐ ù5Ǘǂǒdžƒ ɫ Ǥ ǗǗǤ ǰ! ɫǒǅƒ KǂƧT!ƒ Dǅƙ ǉǭɳ ʒƒǍǅ KǤɲǤ ƥǍǂ
.(ĔČ - ēČ :ʒǂǤ!ƒ ɣɳƧdž ɫǒǅƒ ʒƒǍ Ǘƒ

LjǥŭŭƧ5Ǘùdǅ!ƒ Ǥǂu Ƨ5ɫǂǘɳƒ ƒ ɫ5ǤǺ ýǂT ƧƨƧǤ ǥƶ || ǤdžDǤ Ljǥ ƒŘǫǍ
ýǍƥù!ƒ ǤǥɣǂƙLǭǅ dǍDǍ5ɫdǅ!ƒ ƒƧǂǅ LjǤǍT ǭƒƧǤǍ LǭƧǤǅǤɷ Σ LǤǰ
ýǍƥù! ʒù|ơƙŏɫǂǘɳǥ ƒ ɫù5ǤǺɫ ɦýǘP LjǥƵ.ƨǂƒƧdž ýǍƥ LǭƧɦǏ 5ɫǒǅƒ
ǗǤǭǤ ƙƒ ǭǤǅ ƒ K Ǒ ɫdǅ!Ǥ.ɫLǭǅƒǍ ƥƒǍdžýǘʒƒ Ljdžǒdžùǂƒdž
Ƨù ƙǤɷ Σ LǤǰ ɫǭǅƒǍ ǍɳDǅƒƒǤǍ Ǐ 5Ǐ ƙơǗƠ T ýǂ Ǐ DǅǍǒǅ ɫLǭǅNǰ Njýɦɷ
.(ĔĐ ǗĔď : čēēē ǗLjǤǍT ǭƒƧǤǍ LjǭƧǤdž

Ǐ ùDǅǤǂDǅ NǍƧùƙɷǗù|5Ǐ ǥǂƙǗ ǗǤǰ! ɫǒǅƒ KǂƧT!ƒ LjǭǂDǤǅ

(Richard

Hugamn, 1994,206).

.(Jib Foules, 1996,11)

[illegible]

[illegible]

[illegible]

[illegible] (Margaret Visser, 1999, [illegible] 122: 124. Gill Valantine, 1999,491,492).

[illegible] (*) [illegible] (**) [illegible]

(*) [illegible]

(**) [illegible]

[illegible]

[illegible]

[illegible] (*) [illegible]

[illegible] (**) [illegible]

[illegible]

(*) [illegible]

(**) [illegible]

(Margaret ... Visser, 1999).

(Gill Valantine, 1999. Alan Ward ... & Lyddia Martens, 2000).

(Ian Woodward & Others. 2000, ... .339,342)

[illegible]

[illegible]

[illegible] (*) [illegible]

(*) [illegible]

[illegible] (*) [illegible]

[illegible] ... [illegible]

[illegible] ... [illegible]

[illegible] ... [illegible]

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[illegible] (***) [illegible]

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(***) [illegible]

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[illegible]

[illegible] .[illegible]

[illegible] (*) [illegible]

[illegible]

[illegible]

[illegible]

(*) [illegible] Haacp [illegible] S.R.M [illegible]

[illegible]

[illegible]

[illegible]

[illegible] (*) [illegible]

[illegible]

[illegible]

[illegible]

[illegible]

(*) [illegible]

(Grant Mc Chraken, 1991,88. J.Mary Douglas

& Baron Isherwood 1996, XI).

[illegible]

[illegible] (*) [illegible]

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

(*) [illegible]

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

(Adam Lury, 1994, 91: 94).

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

(*) [illegible]

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

[illegible] (*) [illegible]

[illegible]

[illegible]

(*) [illegible]

[illegible]

[illegible] (*) [illegible]

[illegible] (**) [illegible]

(*) [illegible]

(**) [illegible]

ƧĂù Ţ ǒł ǒơ ÜǓ ǴĎƒ ăƥ łơĎŽŋǴ ŊĴǴƒ ǑŢ ƒ ǴŊĵ ĿĵǅŽ ÜłŽƒƥĵ Ă łĵŢŋĵƒĂ
.(ĂĎƴdžĂĎŽǴƒ) ĿĂǂŘ ŊĴǴƥǴĿŢĎŗĿĵ ŽǓƒ

ý ǂùŢĂ ÜĎǴǑ!ƒ ýǴdž 5łŢ Ǵ ÜǨǴĂĎĴĂ ǨƒƥǴƒ Ĭ ĎŽĿĵ ŽǓƒ ƧƒǴž
łùŢ Ǵ ÜĎǴžǑ ĿĵŽĿƒ ĿĵŽǴdžƒƧŢ Ĭ ĎŽýǴƥƒ Ĭ 5łŋƧ!ƒ ăĎ(ýǂǓƒ) ł5ǴĂ
.ƖƥŋƖ!ƒ ĎǴǑ!ƒ ǨǴĿdž 5ŊĴǴĂĎ ǴǑŢ ƥdžƧǭ ĿǴ ĂĂ Ĭ ƙơ - ƥĵĂƒ

:ǨǴƧǴƥǓƒ ăƥơǫýĂǀƙƒŘŊ Ĭ 5Ă ÜĿĵĎŽý Ăǀž Ĭ ĎŽĿĵ ŽǓƒ ƧǑ ƒŘǂŊĂ
ł ùǒơ ÜĿĂžƧ5Ƨơ Ţ ƖƥǨǴĵ ŽǓƒ Ĭ ƙĂƥ ƖƧơŢ hƩ Ǵƒ Ĭ 5ĎǂǒƙhĿǴ ĿĂžƧ5
ĿĵùŽǓƒ ĎŽǒŘǫÜŊŽ ĿĵŽǴdžǀ ǓŋŢ ƒ ĂơĿŊĵĂǨĂ Ĭ ǀĎŽǀ ĂĎĬ ĎŽĬƧǑŢ!ƒ
ǑǑùŢ ƙĎŽŊĵP ĿǅŽ ÜǴǓ! łǒdžǴ!ƒ ǨǴƧŢ!ƒ ǑǴ ! łǴǓŋŢ ƒ ł5ǴĂ ƧŢĿĬ 5
ǫŘŋƙÜǨƒǴƧǭÜǴǑ ĎŽ ƒƨ ƧǴŘ hŊŽ ĿĵŽǴdž ĎǂǑ ǒơĂ ÜŊĵƥƙĂĎ ŽĂƒ
ĎǴž!ƒ ƽĂŘƒ ƧǫƙĂ ŊĵŊǴdžǫƙĂ ŊĵĂĎŽǴdžýƥƙǒĂ Üǀ ǓŋŢ Ǔƒ ĎǴ Ĭ !ǫƥƧƒ
.ǴǴơĎŊĵĂhŊĵ

Ĭ ù5ƧǒùŢƙĿǴĎŽŢ dž ǫǴŘ Ǔ ǨĎĿdž ǴŊĴPƙĬ Řƒ ǨǴǓƒ ýĂǴƥžhĂ
Ǔ 5ǴĂƒ ƽƒƧPǓƒ ĿŽ ǴƥơĂ ŊĵĂŢ dž Ţ ǒ ǨǴǓƒ ǀ ĎŽĎĬ !ǫýǒƧŢ ýǂŢhǒǴĵ
2 ĂƧùŬ Ĭ ùŊĵ .ǀ ù!ŘĿdž ǨdžƥłǒǴŋǓƒ łǴƥ Ǵĵ ǨƲ ƧžǨ ƧǫƙdždžýhƲ
ǀ !Řǂ Ă Ĭ dǴž!ƒ ĎǴǓĿĵ Ĭ 5ŊĂPƥĂ ýǴdž Ĭ ĎŽĎǑƙĬ Řƒ ǨǓĂơǨǴǑŋdž
ǨǴƧùŢĎŽĵǂdž ǀ !Řýǂ ĎŽǓƒĂ ýǴ ŘǓƒ ýǴdž 5łŢ Ǵ Ǔ ŋĂǂŘƒ ƧĂǑŘƒ
.ǴǴŢ hǴĎŽƽ ǴĵĂ Üǀ hǴǴŘdž Ž ĿĵŽǓƒ łǒdžǴ!ƒ ÜǴǓƒ

łùǒŋǴĵƥơĂ ýƥĿdž ǨǴ ǴǴ ÜǒƧŢ dž ƖƧŢ Ǔƒ ƥƙ ĎŽƧPƇ ǫĿǴ Ĭ ĎŽĂ
ăŘùǫǒĿŢĎƧPǓƒ Ĭ ĎŽĿǴĂ .ƽĂŢ !ƒ Ĭ !ǫǴĵĂ ĿdžƧǒǂ ǨĎĴýhǴŘ Ĭ ǂƙ
ǑĂùƲ Ĭ ù5Ă Ǔ ĎŽƧǭ ǴǴǨĿǴ ĂĂ Ĭ ƙơ ÜǨǴŘǴŽ ýĎŽƧƲ ǴǴǴǴ
.ýƒƒƥƧǴPƙýĎŽ ĿǅŽĂƧǑdž

ǑǴŽǓƒ ǴŊ ƧŢ ǒƙĬ Řƒ ýƒƒƥ ĿŽ ǴŊĵ 5ýdžĎŽdž ÜĂƧP ĎŊǴĂ
ƥùždžĂĎŊŋ!ƒ ĎǴǑ!ƒ ǑƧŢ Ĭ ĎŽýƙǴŊĂ ÜǨƥĂƒĂ ƥŋ!ƒ Ǵĵ Ƨ5ĂƙĂ łǒĿdž
Ƨ5ĂùƙĂ ÜǒĿdž ýǴŽǓƒ Ƨ ǒƙĬ Řƒ łǒĿdž ǨƒĂƥǓƒĂ ƖŋǓƒ Ĭ ĿǴƙǴž Ǔ ŋŢĎŽ
.ŊĵĎŽǴdž5Ǵ ÜǴǓ! łǒdžǴ!ƒ ǨǴƧŢ!ƒ Ǵĵ

Ǔǀ ǓŋŢ Ǔƒ ĂơĿƥƧƒ ŊĵĂƙĬ 5ƒƧĂƥłǒŢ dž łǑ ŢPŢ!ƒ ǨǴž Ʋ žhǨłĂ

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[illegible]

[illegible]

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KĮĦĦĘƒ ĦĦĚ

hŬƳĦĔƵŽĹĔɳƎƆʈ ǁĢŅ ǰúŅǂ ŰĔ

ǀǰĞɳŔǓƒ Ĭ dĞĺǯĂ ăƧùʈ dǯ yǳǳdǯ Ĭ 5ǳǳƶ ǇƒƧT!ƒ **:DǱĔĔüT ǂĔ**

ƻ Ǥƶ!ƒ KǓǥ! ƚ!Ǵ ƚʈ ƒƧƥ:Ĭ ǂǔnʈ Ǔƒ

ƚùʈ ƒƧƥ:ƻ ùǒ!ƒ ǦƧù|ǅ Ĭ ǲRùʒ!ƒ ǁ ǔnǰùʈ Ǔƒ ƚ5ǴÂ **:ǓƧ ĦĘüT ǂĔ**

ƻ ǂƙƒ KǴǳǴǳdž

ƚùʈ ƒƧƥ:ƥùɳ!ƒ LǰǴdžʈ Ʈ!ƒ ăβ ƚǂǔnʈ Ǔƒ ƱǴǳǰƒ **:βʈ ĦĘüT ǂĔ**

ǀǰǳɳ!ƒ ƚǒǴƶƵƵDžƧʒʈ !ƒ ƚǒƧT!ƒ Lǳdž Lǂ! ƚǰǰdž

ƽÀùʈ Ĭ ù!ƍ ǱǲǂĂ Lǳdž ǁ DǮ dž ǁ ǔnʈ ƒ **:ǥʈ Ŷ nǰĦĘüT ǂĔ**

(ƚǰǒǳǂLǴǳdžĂ ăƧƱLǰƒƧǥ) ƚƶdžƒ

(*)

"Social Stratum"

"Thorstein Veblen"

(*)

[illegible] "Leisure Class" [illegible]

[illegible]

[illegible] "M. Cherman [illegible]

[illegible]

[illegible]

[illegible]

[illegible] "Aggregate" [illegible]

[illegible] "W. Warner" [illegible]

[illegible] "Social Stratification" (**) [illegible]

[illegible] "Status Ranking" [illegible]

(*) [illegible]

(**) [illegible]

[illegible] "Primary Determinate" [illegible]

[illegible] "Class positions" [illegible] "Class status" [illegible] [*] [illegible]

[illegible]

Conspicuous Consumption : [illegible]

[illegible]

(*) [illegible]

[illegible]

Class " " [illegible] "Culture" [illegible] "Subculture" [illegible] (٤٤) [illegible]

[illegible] (٤٥)

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

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[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

[illegible] "Bottomore" [illegible]

[illegible] (čĎ) [illegible]

[illegible]

[illegible]

[illegible]

"Dinner Was Seated"

[illegible]

[illegible]

[illegible] "C.D." [illegible]

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

[illegible] A to Z [illegible]

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ǴǆǍƪ ƒƨƥƞ!ƒ ǇǺƨǍƮ ǒ"Ǎƥƥǒƒ" ƊǆƒƨǒƥǴƕ ǇǺƮ ǆǆǇǴƥƊǅǴƮǅ ǇǺǍǒ ǇǆƥƑ!ƒ
ǇƤǍùƮ ǒ.ƚù|ƊǅǆƚƊǅùư !ƒ ƘǴƨƛƒ ǇǺƨǍƮ ǒ"ƚƊǅǍƚǒƛ ǴǍƊ ǇǆǅǋǍǑƙ
ǇƊǇǺƥùǒǍ Ǌƕ ǇǍǇǺƙǆǅǊǺ ƐƮ ý‡ ÜƘǴƞƨƥƒǍ ƘƒƨǆǆǍ ƘǴƥƨ!ƒǍ ƘǴƥƒ
yùƒƒƨ!ƒ ǇǴ‡ǆǅƒƦǊƨǴƤƒ Ǐ ƊǅǆǴƥƒƨƮ ǥǏ 5ƭơ!ƒ Ǵƕǆǅǆ ǇǴ Ǐ Ƙƒƥǅǅ5ÜǺǍƊǅǒ
."ƨǊƒ ƨƤǓ ýǓǒ Ǌƒƨƞ Ǐ ƊǅǆƥƨǴƒ ƊƮǍǍ ǊǆǍ lƨơƮ ý‡ƕ

: "ǇǆǊǴ" ǊǴƥƊǆǅ ƒ

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Ǐ ùǊýƕǆǅǆƚǒǴƮƊ ƘƮ ǒ ƘǇǴ ǇǺǍ ǴǊǴ ƒƨƥƕǆǅǆǅ ǴǆǅƟƒƨƮ!ƒ
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ƒƥùƮ !ƒ ƒƦùǊǏ 5ÜƥơƒǍ!ƒ lƨƮ Ǔƒ Ǵ‡Ɗǆǅ Ƙƒ lƥƥ!ƒǍ ƚǊǴƥƒ Ƙƒƨǒ !ƒ - ǥ

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ƊǆƝƉLǇdžùǒƙƙƒ ƧùƬƌdžLƊǏ ù!ƥƧƮ dž 5ƗǒƮƕƒƗǒdžƒ ƧǒƧƙ ƧǒƬǒ
Ĭ ùƊƵǆƘƒƧƥ!ƒ Ƨ|5Σ ƓdžƥǒƙǒƗ ǒ Ů|ƺƒ Ĭ ƊƵƵ!ŮƥƊƵƊƥƦ ƙĬ ƙƒ ƘƒƧùƬƌdž
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ǤƒƦ!ƒ Ĭ ƊƵǆƥƧƺƒ Ɲƺǒ Ǥdž ƊƵƵ ƧƵƙƒ lƧĂƧư Ɨ ǒǤƥ ƘƬƨ ƷƱdžƒƦƝLdžǆ
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ƗǒùƮ dž ƘǤhƞĂƒ ƴǒdž Ĭ 5|| ƧƘƬdžƊǒ ƨƤ!ƒ ƨƙǒ: **ƙǤƗĘĂǂƳ 5ƒƶŰĚ**

ƊƵƊLdž !ƨLdžƒ ƨƤ!ƒ ƥƥƺƨƙǒĂ .ǤĂƮ ƥơ Ĭ ƊƵǆƧư ơ!ƒ ĂƊƧ ǒ!ƒ Ĭ 5ƗǒƒƦ!ƒ
ƨùƤ!ƒ ƘùĂǤƙĬ ùƙƒ ƘǤƮ ƒƧƥƒ ƴǒdž ƝƒǂƊǤdžƦƝă ƧƮ dž ƨ ǒ!ƒ ƭ ƒǤ Ƥ
ƨùƤ!ƒ ƗùǒƝƊăƥùdž Lƥǒdž Ɨ ơƒƥ Ơư ĂƊƥĂ ŮƝdžƧƞ ĂƊĬ ƮǒƧ ƳĂư Ăǆ
ǤƧù|ƺƒ Ɨù|ƙƱ! ƗƺƊǆdžƒ ǤƒƧƮ!ƒ ǤǒƊƵƥǒƙĬ ƙƒ Ɨǒƒƙ!ƒ ƧƮ Ǥ!ƒ ƊƵƊ|ƧǤƵǤǒ
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ýƮ ƙƨǯĂơ ƧǒǮĂĂ ǑžĞǉŰƒĂ ï ƥĢ ƙǿŰƒ ƱĢĹǉ Ŏ5ł!Ăďƒ ýPƥƙĐǆǫƙ-
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ĿǇĢďžƒ Ĭ ùĐžž ùuư ĂƧǯďžŬǉƒǯηǫĂĐłďĂǇĂĐłǭ Ʈ ďďǯĂǫłǑĐƧǭ ǂƙ-
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łǒƮ Ģ !ƒ łƱǒƧP!ƒ ýǂƬƙ ƖƥǉĂ Ɩƥǫη!ƒ łƥĢ ƙǿŰƒ Ƙǖǂƙƒ) ŎďžƒĂ ŎďžƥǯƒĂ
.(łǑďžƒĂ łǑďžƥǯƒ ƘĢƥĢ ƙǿŰƒ Ĭ ĐžƧƛǒƥĂơĿǰ ĐžłǒďžƒĂ łƥĢ ƙǿŰƒĂ

ĿǇďžĿĂùǂƙ Ŏùƙƒ łơǒƧƬ!ƒ ||ĐžƮ ƒƧƥƒ ĿƦNǰŎ5ƥƥη!ƒ ĿĂǒĢžĐ!ƒ ŎĿǯǒĂ
Ǖ ƧĢηƙƒĂ ǑžĢǰƮ !ƒ ƱĢƮĿƒ Ŏ5ĢǉƥĢǅƦ ƒ ĐžǒŎƙƒ ýƒĂďžƒ Σ ĂƈƧ ǋĢƮ Ɗ
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ýdžƒ LǍǷ|| ǚdžƔǴơ Ĭ DŽŽǗǴǓƒ ýƦǴĂĂ ýĂ˥ Ųƒ || ǚdžƱǴ ! ǴźƵǴƙdžĂoƙ
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Ĭ ǚ5ƧǚTǴǒƲ ǒǫƤƙ Lǰ dŽǰǒ ǴǚǗǰǰơ!ƒ ƧĂŋŰƒ Ư ǴPLƒLǂ || !ĦĂ
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% čĒ,ĕ Ĭ ǚ!ǫyǂƧƒ ǕčĕĒđ DŒź Ĭ 5ăDK˘ƒĂŲ K˘˥ ƥŋĂ ǕčĕđĒ DŒź Ĭ 5|| !ĦĂ
čē,č Ĭ !ǫDŽ!ƒ Ư ƽPLƒčĕēđ DŒź Ĭ 5ăDŰ ǚǴƒ ƧTź!ƒ K˘ƒĂŲ!ƒ ƚ ǴLǰ 5Lǂ!Ă
ĎĔ LǰdžK˘ƥƨ Ĭ Ʀƒ ƻ ǒ!ƒ Ĭ 5ǴǂǂŽ% čČ ǚ!ƒ ƚ ơǒƧT Ɣǒ˥ LƩ ǂźŋǰ !ĦĂ %
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.ƴǒDǮǥƥžŬ

Ĭ ùŘƒ ƴ ǤŰ ü! DǥǶ ǷĂ Ŭǂ DǨ ďǂ ƴDž Ĭ ǂDǨ ďǂ !ǫLǿƑǤƥ ǀƧǕ-ǰĒ
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ƘǋƑƓǰǰ ƳƑƊǕƓ ŀƑƤǁƒ ƨ Θ ƥ ƦǇ ƊƑƸ‖ ŧǋǰ ƊƸƸ Ž

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Ǖ ùơƦƥ Ƙ'ƥƨdž !ƓǰǫĿǰdž%Đě,Đ ǋǰĿƊ Ƙ'ƓǰƥƑŧƙ ƥƬ !ƒ ƒƦǋĬ 5Ă

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(ČĒ- Čď) !ƫṗ üŇǥƗ

KΘŒǂĿ ǻǂƥĐŀǁŽŸJĔŀĎĹĒƫ ǯȚ ŒǂĿĽŘŃj

Dǂž ǀĘ/ĥŊǯŽĔüĐŊž Θ ṗǂŇǯ ĐǂǯĀǂŇǂ DǬǬŽ

ĥǴ ǂǯž	**cǭǂĘ**	**ĥŊǯŽĔüĐŊǯDǂž ǀĘ**
Ē,ĕ	Ē	ƧĂƧǂǂƒ ȝ ŬĂƕ
čǕč	č	ǂǒǯǭüƒ
ĎǕĎ	Ď	ǖz!ƒ ĂŃĐȝ ŬĂƕ
ĐǕĐ	Đ	DǮ !ƒ Ƨƒṗ
dǕď	ď	ƧȚ ǴǂǒŤǂž
ē,Ĕ	ē	ɣ Lǒ Lǂǭ !ƒ
đ,Ē	đ	ǂĥǴǂž
čǕč	č	ýǒǂǂž
ĐǕĐ	Đ	ƧŊ
dǕď	ď	ǂǒǂǴƒ
Ē,ē	Ē	LǂǴǴŃṗ
dǕď	ď	ǕǂǂƒƲ ĂƧ
dǕď	ď	ýơǴ!ƒ
dǕď	ď	ǕǂdǮ
dǕď	ď	ǂǒǂȚ!ƒ
ĐǕĐ	Đ	ǂzĐǮ
ĐǕĐ	Đ	KǴ Kǂ!ƒ
dǕď	ď	ǂǒǂ!ƒ ƧȚ dž
đ,Ē	đ	(Ƨư ơ!ƒ) LǂĂĐŽ
ĎǕĎ	Ď	Σ dǮ LǂǮ
čǕč	č	ĂǒǴžd
čǕč	č	ȝƒƧĂƒ
čǕč	č	ǂǭ Ǵǂƒ
čǕč	č	ǂǒƧƱdž
ĐǕĐ	Đ	ǂǒzȚ!ƒ ɣǴ
dǕď	ď	LĂǂ!ƒ
ĐǕĐ	Đ	Ĩ ĐǮƒ
čǕč	č	DǮ !ƒǂLǂdž
čǕč	č	LǂǂǴ
		ĂǂĐǂǕŒ

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ĕč	Ĕč	[illegible]
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čČ,Đ	ĕ	[illegible]
%čČČ	Ĕĕ	[illegible]

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		[illegible]
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	[illegible]	**[illegible]**

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Nĵùuư ĂĐăŔù!ƒ Lĵ╪ĐŇǉĭ ďĐŽĂǤďĵ ĭ ȓùLĵ yžĂŔƒ Kʻhǩ NĵŔĮƒ ĮŖNĵĂ .%ĐƋ,ď
ĈŰăù Nĵýĵĭ ŔƒŁ╪ĐŇ ďĵ yĵĐŽ ĭ NĵĜž LŰƒ ýƒĐ !ƒ Lĵ!Ă (Ďč) Ďĵž ýĂŋ!ƒ
.(ĎĐ – Ďď) Ďĵž LŰĂŋ!ƒ Nĵùư Ăŏƻ Ă ĜďĵŔNĵĜĮƒƩ ĭ ĐŽŽ

(čĎ) !ƒŏ üNĵĮ

KƟƟĮĿ ăƒŽĮĎĵŽ yĐƚŰĔƫ ĵȽ ǪĮĿŰŔNĵ

YĵƚĮŰNĵƨ Ɵ ŋĭŽĵ ĐŽĂ yĜĐƚ ŽŽ

[illegible]	[illegible]	YĵƚĮŰNĵž
ĐĒ	ĐČ	ŁĐŽĮ ďž ĥùďž
čđ,Ē	čď	(KʻŏLĵŽP) ŁĐŽĮ ďžKʻĜĭŏŽž
čĎ	čČ	(ĿƨŋĵĎ) ŁĵŔĜŋ╪ KƒĂĵĐ
čĎ	čČ	ŁĐŽĮ ďž ĭ ĵĂŁŏŖĐ
č,Ď	č	ĿƨĵĜƒ Y Ķ!ƒ
č,Ď	č	KƒƨĜ ƱĂLĵ
Ē	đ	KƒƨĜ ƨĜ yƱĵ
č,Ď	č	YĵĂŔ ďž ǒĜ
č,Ď	č	ƨĵ ƒĂďž ĵĵŏ
č,Ď	č	KƒƨĜ ƯĜ
%Čċċ	**ēĐ**	**ĂĵĐŰĐĒ**

Ʊŏùďĵ ĵĜĂŏLĐLĵĜĵ ĭ ĐŽ žŏƱ!ƒ Lĵž LĵƫĮ!ƒ ýƒĐ !ƒ ĭ ĐŽ ŁĵƱ!
Ʊŏďĵƒ ƒŔNĵƨ ĐŁ ŏơ .ŁĐŽĮ ďĵ yĵĐŽ ƫĂ ĜŏƨƱŏĭ Ŕƒ yĵĐŽ/ĿƨĜŔƒ YƒĂŰĵ
ĭ ùŔƒ KŭĥĜ ďĵ ýŭùP Lĵž Ďď) Ďĵž ýĂŋ!ƒ KĜĵĜĵŽĵ ĭ Ŕƒ YƒĂŰƒ LŽ
: ĭ ĐŽĜĐž LĵƒĜĵ Lĵž oŔƒ Kƒĵƨďžyďž KʻƨŋĐ

Σ ĥŭďĵ ĭ 5LĵĂƨŋĜŏƒĂĵ KŭĥĜďžĐŷďž KʻƨŋĐLĵžžĵĜŏĐ ĵĵž LĐ- č
.LĵƒĜĵ Lĵž oŔƒ KƒĵƨďĵƶĐž !ĜžŋLĵž%ĐĒ ĈŰăNĵ ȓùLʻƷĐŽ ŏơ ŁĐŽĮ ďĵ

KʻĜĭŏŽĂďĵ ĭ ù5LĵĂƨŋĜŏƒĂĵ KŭĥĜďžĐŷďž KʻƨŋĐLĵžžďď ĵĵž LĐ- Ď
.%čđ,Ē ĐŔȓùLʻƷĐĵĂ (KʻŏLĵŽP) ŁĐŽĮ ďĵ

Łùŏŗŭƒ ĭ ù5LĵĂƨŋĜŕŏƒĂĵ KŭĥĜďžĐŷďž KʻƨŋĐLĵžžČ ĵĵž LĐ- ď
. %čĎ ùhĐŔȓùLʻƨĵĵĂ ŰŁĐŽĮ ďĵ

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[illegible]	[illegible]	[illegible]
Ēĕ,Ē	ĒĐ	[illegible]
	čē	[illegible]
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	ē	[illegible]
	čđ	[illegible]
	č	[illegible]
	Đ	[illegible]
	čČ	[illegible]
ĎĐ,ē	ĎĎ	[illegible]
	čĎ	[illegible]
	Ē	[illegible]
	Đ	[illegible]
đ,Ē	đ	[illegible]
	Đ	[illegible]
	č	[illegible]
	ď	[illegible]
Čċċ	**ČēČ**	

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ƒƧù ǒƤŢĂ Ǖ(%Ɖ) ýǴƷǬŰƒ Σ ùhǚdǮǮǕ(%čČ) ǂǒǬŰƒ ǮǕ(%ē) ΚƒƧǑǮǮǮž
ĿǬhůȚ ǴǮǂǒ Σ hǚdǯ ĿǮǯǮǮȚĿǰ yǒǕĂƦƒ ƒǨNǺ .(%č) ƻ Ǵǯ!ƒ ĿǬǴǯ5
ƾĂùȚ Ĭ ù5ƥùηƙ– ǴǬhYĂ Ădž ǂǒǯ!ƒ ǪƒƧT!ƒĂ ΚǴǯƒ ĿǮĿǮNǬǴǮD
ǂǒǴȚ ơŰƒ ƥNǯĂT!ƒ NǮǮǴǮNǰǂǒǮƧư !ƒ ǂǒǮƒ ǴǮǴơƒ yǮǒǴǯǯdǮȚ dǯ
.(ē) ǮǮ ƖƧĂȚ !ƒ Ĭ 5Ǵǯǂ|ƻdǯ ǂǒǮƧĂƼƒ ƧĂȚ !ƒĂ

Ĭ ù5ƥùƶƙĂ YĂǯĬ !ǫΚǴǯƥ ƧǒȚ5 yǮǯ ĿǯdŽ Ŀǯƒ YĂ!ǴýȚ ƙǒǴǮǴǮ
Ĭ ǮǮĿĂǮǂ ơ!ƥ ƒǨNǰΚƒƧdž !ǴǯĿǯž%ĎĐĐ Ĭ !ƒĂơ ĿǴ ƒǨ5.ǸǰĿΚǹƒ
ǮǯLǰ ΚƒƧùηơ ĿǰdǮǯhǮǴǯ Ĭ ĿǬ Ů ΚǴǴơƒ Ĭ hǮǴǰ Ǵ ǑǮ||!ǨǴǮƧT
ăƥùǮǮɣùǂ!ǴǴǴηǯǰǕ(%Ē) ΚƒƤdǯĂ ɣƒƧdǮǮĂƧdǯ(%čĎ) ƖƧȚ !ƒĂ
Κƥùh ĿƒĂ .(%d) ΚŬηȚ dǯĂ ΚǴǯƼǮǮǂǒǴη!ƒ ƖƨηŰƒ ƒƧǒǤǮǮǕ(%Ɖ)
Ĭ ùǮǮýǴhǯƒ ǂȚĿĿǰƧǂhýƥǂǒƨĿǯ ΚƒĂƥŰƒ ǀǨNǰ ǮǮýǴǯ! ǂdǯ!ƒ ǂȚĿǰ
.||ǚηȚ Űƒ ǂƑǒhƖƧdǯdǯ yǮǯ YĂĿĿǰdǴǯ ||!ǨýĂŰƒ YĂǰ

ɣǴȚ ǮǮ|5ƭ ƤƙĬ Ʀƒ ǂǒĂǰ yǮǯ Ŀǯdž ηƥǗ !ǮƒYĂ!ǴýȚ ƙǒǴǮǴǮ
Ĭ Ʀƒ yǮǯ Ĭ NĂ Ɔ|5(%đ,Ē)Ĭ !ƒĂơ yǮǯ ǀǨNǰ ǮǮǮǴǮǂȚĿΚǮǮǮƒ Ŀηǯǯ
ăƨ!ƒĂ ǗǮǮǯ Ŀηǯ Ĭ 5ǂǮǮǯ ǴǯƒĂĿǮ(ƖƨƒƒƮ) ýdǯƒ ΚƒĂǮĿhǴǮĂƒƧƙ
ǴdǮǮĿǴ Ǘ|ǴƒǂηǯƒǀǨNǰĿǯǂƒ Ĭ ǮǮĿǮǴƭ Ƨơ ǴǮĂ ǂǮƧƼ!Ǵ
ĂNǺ yǮǯ ǀǨNǰƧƥǴ dǯǴǯhĿĂǒĬ Ʀƒ yǮǯ ĿƓ ǮǯȚ Ă ĿǯƑǴĬ !ǫNǰĂƒ
.(Ďđ) ǮǮ ýĂƥη!ƒ Nǰư ĂǒǴdž

ƧùǺƗĂǴǒûư ĂƙƧǺǮýǂTh ǮƦ (Ďđ) ǮǮ ýĂƥη!ƒ ΚǴǯhΚǴȚ ƒǂNǺ
ƾǯǴ!ƒ Ĭ ƛǺƒ ǮǮ|Ʀƒ ydǮdǂ Ǵǯƒ ƾƙ ƥǴƙĬ NĂ Ǘýǂ dǮǮ dǯ yǮǯ ǮǒȚ ƾƙ
Ŀǰǂ!Ă.||ǮǮȚ NǴǯĬ ǂǮǮȚ dǯǴƒƧT Ĭ ǮǮƭ ƧơǒĬ Ʀƒ yǮǯ YĂĿǰĿǴηǮăƦƒ
ĿĂƧƙùTdǯ ǴǮǂƦùǒǮǮ yǮǯ ĿǯǮǮĂǮǰƧĂǮNǮ(Ďđ) ǮǮ ýĂƥη!ƒ Ĭ 5ƥǒη!ƒ
.ΚǴǯƒĂ ǗΚǴĿǯƒĂ ǗΚǴη!ƒĂ Ǘýƥ!ƒĂ ǗĿǴ dǮǴ

(čĐ) !ʝƥ üŃğʝƗ

pɨɫ ŀʝʑĂ ɏǤʆƹ ɗƚǻŀɈ ŃɽŀɠŊǤʆƗŀǨɽ ŀʝʑɫ ʝƗ

ŀƠ ǳɟ	ɕɒɟƗ	ǓǬʆƗ ŀɽ ǳɪɫ
		ƨ ǤŀǳɟǮ
čē,Ē	dĎ	Lʆƙ ǳǯ- č
ĕǕĕ	čĒ	ǨƠʆǠŀǮɟɘ Ď
ĎǕĐ	Đ	ýƥɟɘ dʹ
čǕč	Ď	ǨʆƧǠǯĐ
č,Ē	dʹ	LǨǤ5- đ
Ē	čč	ǨʆƨǠǯĒ
ĎǕĐ	Đ	ƨlǵɳ ǨƠʆǠŀǮɟɘ ē
č,Ē	dʹ	Ǩǵɳ - Ē
ĎǕĐ	Đ	ǨƠǯƠ ǐ ƙ- ĕ
ē,č	čdʹ	ýǤǕʆ ýƥɟɘ čČ
dʹ,Ē	ē	ǨǂǤɳ - čč
čǕč	Ď	ǨƠɳŀʒǩ- čĎ
čǕč	Ď	ǠǗǤɸ- čdʹ
čǕč	Ď	ǨƠǳʆ - čĐ
		ƚ ɟƗǤǳɟǮ
Đ,ĕ	ĕ	ǲŀʆƧɳơ — č
ĎǕĐ	Đ	ƖƧȋ ƖƧɳơ - Ď
Ď,ē	đ	ǨƠǭʑǨɟ—dʹ
.Ǖđ	č	ǨƠǞƗǤ - Đ
č,Ē	dʹ	ɣǨǂǳǯ đ
		ŀǔǴŊ ɟƚ ǱŃɟ
đǕđ	čČ	ǨƠʆǿɜǬŽ
Đ,ĕ	ĕ	Ǩǘǒȋ ƙ
Ď,ē	đ	ǨƠɳǖʎ
dǕdʹ	Ē	ǨǗǤƺ
Ď,ē	đ	ƟǠʆƨǳǯ
č,Ē	dʹ	ǨʆǠʆǕʆǠ ƥʑƗʆ
.Ǖđ	č	ɣǨǂƗʆǠ ǨƠǠƧƗʆǠ ƫ Ţ ɟƗʆ
Ď,ē	đ	ǨʆƧǤ !ʆ ƧǤƗʆ ýǓɸ
Čċċ	ČēČ	ǠɟǲǕǮ

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(čē) !ġþüŃŋµ

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đČ,đ	đĒ,č	đČ	[illegible]
čĒ,č	čē,ě	čĒ	[illegible]
čč,ď	čĎ,ď	čč	[illegible]
Ď	ĎĎĐ	Ď	[illegible]
ĎČ,Ď	ĎĎ,Đ	ĎČ	[illegible]
%Ččč		ĚĚ	[illegible]

[illegible] (Ďē – ĎĚ) [illegible]

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- č [illegible]
- Ď [illegible]
- ď [illegible]

(%đĒ,č) [illegible]

(%ĎĎ,Đ) [illegible]

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[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]
	[illegible]	[illegible]	[illegible]

[illegible]

.(dČ) [illegible]

(Ďċ) [illegible]

[illegible]

[illegible]

[illegible]	[illegible]	[illegible]
		[illegible]
ĎĎ,đ	Ďč	[illegible]
Ĕ,Ē	Ĕ	[illegible]
dē,ĕ	dđ	[illegible]
čČ,ē	čČ	[illegible]
č	č	[illegible]
čĎ,ĕ	čĎ	[illegible]
č	č	[illegible]
đ,dʹ	đ	[illegible]
%Čċċ	**ĔĎ**	**[illegible]**

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[illegible]	[illegible]	[illegible]
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[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]
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(ĎĎ) !ƨþ üŇďųIJ

þžŇǆ ĎųžǍ|ǂŇǆ ĎŽŽĎǍǾǼ ĮL &ƨþĎǍŽŘŇǰ

üĎǇĕ ĎųžǍIJ ƨ ǂ|ĘĎǍǰĎǍǆ|ĘþĎ[ĹűĩT[ǂ ƒ ƨ ϴ

ƕĞ ǫĮǆ	ǫǭǊĘ	üĩT[ǂ|ĘƱŇǰž
Ĕ,ĕ ĕč,č	Ĕ Ĕč	Ʊ[|!Ğǆǰ ƒ ǇǤ T ýǆžǯ[ǆ ǇǤ T
Čċċ	ēĔ	ǍIJĐǕǕĘ

Ĭ ùĎŽŽýĞ ƕþǰƒ KǗǂžǆž 5ǰǯžƒ || !Ʀ Lǰǆǆǰ LǅǂǒǂǒǆƒþǊǰĂT!ƒ ǂǂǆK ǇǤùùT ýùư ƺK ǇƒǤT!ƒ || ĐĎǆþ ǇǤT!ƒ ǂ5ǆĂ LǅȳŊǒǚĐǆǰ[ǆƒ ýĐǰ ǇǤT Lǚùǰŋ!ƒ ýĐǰ!ƒ ǇǤT LǰǆǍ–(%ĕč,č)ǂǂLŇǂĐǆǍŇǍ – ǂĐǆǰ ǆƒ ýĐǰ ĞnĐžǒǓ ǆǆǰǍPþKĞǆĬ 5ǇƒǤT!ƒ || ĐǍǰǒĐǆĬ !ƺ|| !Ʀ ǎƨƨK ƦǓǓǰ |Kǆǒ ýĐǰ!ƒ || ĐǍǆǓ ǇƒǤT!ƒ |ƦŇǰǯK LǅĬ ĐǆǆưǊ5" Ʊ[|!Ǥư ǇǆĂƒ Lǰǆ ǂǆK ǇǤT! Ʊ[|ĐǍĂŋĐǆ !ƺĐǆ5ǒǆǰ|ǆǰƩ ǒĬ !KǆĂǚĐǰĐýĂǆǆǆ 5ǆǰǂǒ .(ǆĐ)Đǆ ýĂŋ!ƒ Ǥǰǆǆ Ĭ Ʀƒ KǆǰǆýǆLǰǆǒ || !Ʀ ǂǆĂ Lǰǰŋ!ƒ ǂǆĐǰ

(Ďǆ) !ƨþ üŇďųIJ

ƕŇǆ ĎųǇǂ|ĘƒýǆǓþžŇǆ ĎųžǍǰ ŋǰĐǍ

ƕĞ ǫĮǆ	ǫǭǊĘ	ǰǆ|ĘþǆƕǤ
ĎĐ ĕē,Ĕ	Ď Ĕē	ǰƒ ýĂǆǆǆ 5Σ ǒĂǂǒǆ ǆǆǆ Đ ǰƒ ýĂǆǆǆ 5Ă ǂ!Ă|žǆǆǆǆǆ Đ
%Čċċ	ēĔ	ǍIJĐǕǕĘ

Ĭ !ǆǆLǰǆ %ĕē,Ĕ)Ĭ !ƒĂơ Lǰ(ǆĐ) ýĂŋ!ƒ ǰǰǰǆǆĂƒ KǆǰǆǰǆK ýĂǆLǰǆ 5ǂĐǆǰ ǆƒ ýĐǰ ƧǆĐLǅLĂƨǒ– LǰĐǆǰ ǆƒ Lǰǆ–ǂ ơŀǰ KǆǰƨǆǊ .Ʊǰ |Ʀƒ /ǂǆ Lƒ Ĭ !ƺĂŋĐǆĐǆǆǆƲ ƧǒǓ ǆǆǆ ǂ!Ă|žǆǆǆ ĐǆǆǆǆĐǰǰĐ Ĭ ǂĐǆ[ǆǎ ǰùĐýĂǆLǰǆ ù5ǂĐǆǰ ǆƒǂžĐǰ ƧǆŁǰǂ Ĭ Lǆ ýŇLǂ!Ă Ǒǂ Đǆ ǆǆǰǆǆǤƲLǰƺ 2 ĐǆǆǆǆKǓ– ǂǂǖŋǆ Ǔƒ - ĐǆǆǆǆLǅ|| ĐǆŇǆ LǅƧǆǆ || ĐǆǆǆǆƧǆ ƺ ǆĂǓĐǆǆĬ Ʀƒ ƧǆǆĬ ŇǆǆǆǰǆýĐǰ .(ǆǆ) Đǆ ýĂŋ!ƒ ǆǰƧƱǒ || !ƦĬ ĐǆǆƕǆǓƒ

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Ĭ ùĐŀǉĎĭ Ĭ ƙƒ ƧŃĵǅdĵĂ ʒ ŏǘr !ƒ ĂĎŪƤ ! ǤưƧĂƶŤ!ƒ ƒŔǈýʎdž ĐƙĔĬ ƙƒ Ɣ ǤǮŭǕƒ Ǥǉ
ҜǤǉǵnĿǆǉž dē) Đǆž ýĂŋ!ƒ ǉǬĂĐǤǆʒ ýʎdžƩƩ ǤoǕƒ ƒŔǈǤǆʒ

(ĎĒ) !ǥǆ ǘNǆǉǈ

Ưǆ ǉƐbǆǤ ǤĐǤǆʒĐǉʒĭƮ ǉǤǤǆNǆǉ ǉƒ ǉǤ ƈ

Ưǆ ʒĭƮ ǉǤǤĐNǆǉ ǉ ĐǉǉǆǆNǆ ĐǉŽ

hǤ ǆž	ǤǆǉǕ	ƒNǆǉ ǉƐĂǉ hǤŊǤƒ ǉǤ ǕƐ ʒĭƮ ǉǤ
Ďđ	Đ	ǎĂƙ dž Ĭ ǉǆhƧĂƶŤ!ƒ
đČ	Ĕ	ǈǤǆo!ǤưƧĂƶŤ!ƒ
dč,Ē	đ	ǕǘdžƒĐǤǆýŋƤ!ǤưƧĂƶŤ!ƒ
čĔ,ē	ď	ƗĐǆž dž Ăǆ ǤǉǈǕ

ƗĐǆǉù dž ýĐǆ ǤƧŤ ǈǉǆǓ ǤǤǉĂ ǤǤ ƒ ĂĐʒ ǘr hǈĂƧƶŤŏ ǈǉƙƒ ýŋƧŏ
: ǤǉǆǆǉǆdžƔǤǮĐĭ !ǥǉǉ!Ŕ
ǈĂƧƶùŤŏĐǉǉǆƙ ƗĐǆǉ dž ƗƶĐǆ ǈĐ(%dč,Ē)ƗǉǈǈNǆǥҜƧǤĐǤdž č
.ĐǉǉǆĂ Đǉǉdž ĐǤǤýŋƤ!ǤǆhƆ
ʒ dǆǉƗĐǆǉ dž ýĐǆ ǤƧŤ ǈĐǈǉž %đČ)ƗǉǈǈNǆǥҜƧǤĐǤǆǤǉǆ - Đ
.ǈǤǆo!ǤǤǉ ǤoǥǈǉĎ
ǤǉĂƙ dž ǈǉǆhǤǉ ǤoǥǈǉǆǆŏƒŔǈǈǆ(%Ďđ) ƗǉǈǈNǆǥҜƧǤĐǤdž ď
.Ĭ ƵǤǆǉǕƒ
.ƗĐǆǉù dž ýĐǆ ǈĂǂ Ĭ !ǥƧĂƶŤ!ƒ ƒŔǈ(%čĔ,ē)ƗǉǈýŋƧĐǈǆ Ĭ ʒ- Đ
ǤƧŤ ǈǉǆýŋƤ!ƒĂ ʒ ǘr !ǤǈǈĂƧƶŤŏǈǆƵǤdžǉĐǉǤǆǈƑ : ǈǕƒ ýƒǤ !ƒ ǈǂ!Ă
ýǕǉù ŏýùNĂ ƦƵǤŤdž ǉĐǉǤǆ ǉƧŏýŋʒǕǈƗĐǆdž ǈǆĐǆǉ dž ýĐǆ
.(dĒ) Đǆž ýĂŋ!ƒ Nǆž Ɣ ŏŋŏǤǉžƒŔǈǤǉǆ ʒƙ

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Ǖ!ƐǘǉǉǤǤĐNǆǉ ǉ ĐǉǉNǆ ĐǉǆĐǉž ǉǆĐǉǆǉǉƐ ǉ ǆǉǆ

hǤ ǆž	ǤǆǉǕ	ǉǤǉǕ
ēĐ,Ĕ	ĔĐ	ýŋPhǈĂƧƶŤŏ
Ďđ,Đ	Ďč	ýŋPhǈĂƧƶŤŏǕ
%Čċċ	**ēĐ**	**ĂǉǉĐǕǤ**

Ĭ !Ǵdžğ Lǉž%ēĐ,Ē)ŀ ȚůLĴ Ɖ ǫ ŋLĵ Ŭ ǀ|ŀĜ !ƒ ŀ |ǒơ!ƒ Lǿƶ ƑĜǆ K˘ĜǀǬ ƒ ǆǂĸ
ƥǕ ƫ hLĂĹǂǒ ĜǙ ýŋPhڼ ǿơ – LǺƵTǒLǆǂDǯǉǉ LƊ ǆǂĸ ŀ ơŀǆ K˘ƒƧdž
ƭ ƧùƠ ǁ!Ʀù ! .ƧƵǴǉ ǁRǋ(%Ďđ,Đ) ŀ ȚůLĵ ǆǉ Lǿơ Ĭ 5ŬDǍǉ ǆǊ ǈƮ
ÜƵǴTǉ ǁ ù DǮ ĜǀŬ ŀ ƵĜǆ ǙǋǊ Ĝǋǎ Ĭ Ƙƒ K˘ƧǑ ǆƒ ŀ ƽǉ ǍǍL ǯǀǆ
.(dē) Ǳ ýǍǫ!ƒ K˘ĜǀƯ ƒƵƦ ƒ ýǓP Lǉǅ !ƦĂ

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ǉƵ ǆǉ	ǀǉ	ǉǀǆ ǂǀ ǂǀǈ ǉǀ
	Ēď	**ǉǀǆ ǂǋǀ ǂǀǋ Ĭ !ydž**
dĒ,Đ	Ďē	DǯǛ NǴƦ ƒĂ ǆƵKƒ LƉƽ Țů ǴǉĂƵKǒDǋǈ - č
čĐ,Ē	čč	ǁ!Ʀ ƧƱ ǂǋ - Ď
Ďē	ĎČ	Σ Ǵǆ LǉǛ LǿĂ ǋǂ ƨǂƽ ƨǂƵTǒNǈ - ď
čĎ	ě	ýǉǆ ǉǉǈƮ Ĭ 5ǆǫ LĂǂǒLǂǉǋ - Đ
ě,Đ	ē	ƟĂƧǂ LĂ ǆǉĂǂ LǂǉĂ ǆǫ ƧǛ Nǈ - đ
	dĐ	**ǉǀǆ ǂǋǀ ǂǀǋ Ĭ Ü**
čđ,đ	ē	ŀǁƫ DǆĂƧƱ LŬ - č
ĒÜĒ	ď	ǴǋLĂǆǒDǋ - Ď
ĒÜĒ	ď	ǆǫ ǎ ƧKǒLǆ LǂǉĂ ǁƦ ǉǛ ƺ ĂƧƱ!ƒ LŬ - ď
ĒÜĒ	ď	ýǉǆ ǉǋǂ Lǵ ƧǴĂ ǎǴ Nǈ - Đ
ĎĐ,Đ	čč	NǆǴǆĂƧƱ ǴǆǮ Ǵǆ LŬ - đ
ĎĒ,Ē	čĎ	ǆǂ Ĭ ǆĂǂǉǋ - Ē
ĒÜĒ	Đ	ǆǫ NǆýĂǒLǂǉǫ!ƒ ǎƨ ýǉǆ ǉǉ LŬ - ē
ĎÜĎ	č	LǆƮ Σ ǴDǋ - Ĕ

ŀùƵǴLƉ (dē) Dǯ ýǍǫ!ƒ K˘ĜǀǴǆ ǂĸ Ĭ Ƙƒ ŀǒƧǒǓ ƒ ƥǆǍT!ƒ ǆǂĸ
ǴǆýŋP!ǴLĂƵTǒLǆƒ ǁ ƑĂŬ ǴĂ ǆǂǉǋK˘ƧǑ ǆ LĂǂǉǋǂǉ ǉǉ ǉǉ ǉ
.ƧĂƵT!ƒ ƑRǋýǆLĂƵTǒŬ LǆƒǓǫ ĂDýǉǆ ǉǉ ǈƮ

ýǉǆù ǉǉ ŀùƵǴLƉ ǫ ŋLĵ ýŋP!ƒ ƧƵǴǉǋǆ LǉǋǆƧǑ ǆ ǴǉǉǴǉ ǆ
:ý ǴƊ ǉ Ĭ !ǫ ǁ !Ʀ LĂƵǒ

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ě	ē	[illegible]
čČ,ď	Ě	[illegible]
čĚ	čĐ	[illegible]
dĒ,ď	ĎĚ	[illegible]
č,Ď	č	[illegible]
ē,ē	ě	[illegible]
Ď,Đ	Ď	[illegible]
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Ď,Đ	Ď	[illegible]
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(dĎ) !şþ üŇǥјIJ

þŀŇǥ ĐŀŽĂ ýǥĞ ĐĎŽĚŒǥĿ Ŀ ǧǥŊĐŀŽŏ ŸĐŀŽŨĚţ ǥĴ ĈŀĚUŘŇǂǰ

þǀPĿ ŀǥĢŇǥĴĐŀĚĐǰ Ăʒ Ÿǥŀǀ ŀĞŇǥŀ ŒŀŋǰĐǥŽǥ Ɵ

ĂǀĚĿĞ ǥĉĿŀ ĐĎŽŽ ĐŇǰǥĴǮ ĭ Ūǥʒ	ĿĞ ǥĉĿŀ	ǥĉǥĿŀĚ	Ÿǥŀǀ ŀĞ ǥŇǥŀĚ
	ēĒ	Ēdʹ	ǀǥĞǥ !ĞǥĿĂŽŢŏ
dĔ	Ďě	ĎĐ	ƧPĐƨǥǁ dǃŇǥ Σ ǒĂ ŇĴǧǂ ý‡ĐƨǥǁdǃŇǥǰ- č
			ĿĞǥ ĐǥǂǥĿŽ Ư ĂƶǒýǤǢǗǥ Σ hǔdǯǥǒĿǰ- Đ
čǗđ	čǗĎ	č	ĿĂǥǰǥĿǥdž
			ǥǒǕǥ ǥdžĿǯdžǯư ǅŇǥǰ- dʹ
Ĕ	Ē	đ	ŇǥǂǥĂ ŇĐǯǅǒă ǁǥ ǥǒĂǥ ýdžǥ Ňǥǰ- Đ
ĎĐ	čĔ	čđ	ŒƨdǯýdžŽ Ňǥǰ- đ
ĎĔ,đ	Ďč,Ē	čĔ	
Čċċ	**Čċċ**	**dĐ**	**ĂǀĐǗĚ**
	ĎĐ	ĎČ	ǀǥĞǥ !ĞǥƶŢǒǕ
čČ	Ď,Đ	Ď	ƧPĐýdž ǎƬĿǥǂǒǕ Ňǥǰ- č
čČ	Ď,Đ	Ď	ŇǥĚdžƧǂ- Ď
đđ	čđ,Ď	čč	ĸǗPǥǂ ŸǥǁǗdʹ
đ	č,Ď	č	ǂdǃǂǥĂǂǥĐĿǥŽ
čČ	Ď,Đ	Ď	Σ ĞǥǀƧǀĿŸǥǁǗĐ
đ	č,Ď	č	Ňǥ ǥƧǥýdǃŇ ƧǤǥŸǥǁǗđ
đ	č,Ď	č	ŇǥǂĐŽĒ
Čċċ	**Čċċ**	**čċ**	**ĂǀĐǗĚ**

ĿĐŸǥǂĚ

Ĭ ĿĞǥǂǒĬ ǥĂ Ǖ‡ĐǥŽ dž ýĐŽ Ĭ ‡ĐŽ dǯĞǥǰǯ ĿĞǥǒĬ ǥ ĸǗ‡Ţdž Ĭ Ňǥ ĐŽ ǆǹǁ ĞǯǂdžĸǗ‡ŢdžǥŇǥĿĐǂdž ĿĂǃ .ýĐŽǥ ĐŽŽĞŇǅĿĸǥĂǥ Ĭ ƼĞǥǰ dž : ĞǥǰǥƧǥǥŇǥýĂƠ Ĭ ĐŽŇĐŽǥǂǥ ĞĂĞ ĿĐ

ǂǜĐŽǥĂǔ ǥǂ ýǗP ăƧǁ dž ýdžǥdž ĞǥǰǁĬ ǥ ǂǥĚǥ ĸǗĂǥǥ Ŀǥ č ĞǥǅĬ ơư Đǂŋƨǥ ǗǂŽĞǥǗǥ ĸĞǥǗǥ ĿǥǹǅĂƨǥ ǅǒǥǁĬ ƼĸdǂĞǥ ǥǂ ǒư Ğǥdž .Ĭ Ŀǥ ĿĂǥǥƶǒĞǥǥǗǥĂ ǗǥǀƼĿĂǥǥƶǒĞƨǀǥ

ĎĔĔ

ǀƨƒƒƥù!ƒ || ƊƦŽ!ƍKˈƖƧ ƙLƪƥƶhƠƒƧ|ƺƒ ǀƨƒƒƥ YƓƙƒ || !ƦǏ ƊƵŽƔƙƨKǂ ǒơ- Ď
Ǐ ƱùƮ Ăƒ ǂ||ƘƱ!ƒ Ǐ !ƍƒƥƊƉŽ ƋƘƙKˈLƓ Ǐ ƘƒÜƥƘƱ!ƒ ƢƒƨƬ!ƒ LƪƶƥƓƶƙƋŽƮ Ɠƺ
.ƓǉǍƥƓǍŽ

ǀƥƥƞ!ƒ yƊŽ ƾĂƮ Ǐ 5ƓǉƵƓƋƥƞƙƊŽ ƱƮ Ăƒ ǂƥƘƱ!ƒ ƢƒƨƬ!ƒ ǉƦǋǈLƙǕĂ- ď
ƊƵĂ ǕƢƒƨƬ!ƒ || ƊƦŽƊŽƲ ǒƨŽ YƓƥýĂƤƥ Ǐ ǈƥƘ ƶƊǈĄ ǕƢƤƓƮ ƊYƓƨǓ ƶƊLǌ
yƊŽ!ƒ ƾĂùƮ Ǐ ù!ƍƓǉƥƨƱ KˈƤƊƥ5ƒƦ .ǂƥ ƓǕƒ ƓǉƓƥƥƒ YƓƉƍǏ ƊŽƓƙƤƥ
ǂùƨŽƓƙƒ ƨùƮ Ɠƺ ǂƘƓƋŽKˈơƮƬ ƓǉƓƓƥƒ YƓƉǗ Ǐ ƶƘƱ ýƓƞƋŽ ǂƊƵŽƮ ƋŽ
.ýƋŽƮ ƋŽ ƾƒĂƮ Ɗ ƊŽǍƥơ ǀƥƒĂ

|| ƓǉLƒƥ ǕƢƓƥǗƒ ƊŽƋýƋƘ KˈƥƓ Ǐ ƙơ ƾƒĂƮ Ǖƒ ǉƦǋƥƓƶƒ yƋƔǂƒĂĂ- Đ
ƾĂùƮ Ă ǗùƨƋŽƒ ƾĂùƮ Ă (Ǐ ƶ5Ɠ!ƒ ƊƓŽƓ) ǂƶƋƒ ƾĂƮ Ă ǕƢƊƵ!ƓĂ ƾĂƮ
ƓǈƞƥƊŽƨƨĂƨĂ ăƨƤǕƒ ƾĂƮ Ǖƒ LƪƋŽƤƍ LƵ ǅƲ 5ǗƥƨƬ!ƒ ƾĂƮ Ă ǕƢǕ7ƒ
.ƾƒĂƮ Ǖƒ LƪƋŽĂǈƒƒƦǋ ƊŽ" ƥƓƶƙƋŽƔ ƊƦƓ" ƢƓƊŽ

ǂù5ƓƖǏ ùƙLƪƥƓǂƙǏ Ƙƒ yƊŽ LƪƋŽ5ƊŽƋŽƒĂƊƾƒĂƮ Ǖƒ ǉƦǋKˈƊƵĂ- đ
(Σ ùƕůƋŽ) ƢƓƮ ǂ!ƒ LƲƋŽƥùƕǗƥƘƱ!ƒ ƢƒƨƬ!ƒ || ƊƦŽƥƋŽ ǀƓ!ƒ KˈƓƓƥƒ
.ǂƋLƋŽ KˈƒĂƥÜƓƉƓǉƍǗƋŽƒ KˈƒĂƥƕƶĂùƋŽ

ƨƓƬƦƒĂ YĂƱ LƵ ǀƥƵ KˈƓƒƨƥǏ 5ƥƓ ăƦƒ Ʋ ƒƨƦǕƒ LƵ5Ǐ !ƓƓĂ- Ē
.ƊǈĂƒĂ ƱƨƋŽƊƋŽƒ ýƥLƋŽǈăƨƮ ƋŽ yƋƙƋŽǏ 5ǂǂůƞƒ Ǖƒ ǂƶLƒ

ƓƒƥùƶƊƨŽ Ǐ ƘƒĂ ǗǂƊŽƋŽ yƊŽ ǉƦǋýƋŽǂƊŽƋŽ KˈƓƒ ƒƥƶƙ yƋŽ ē
ƨĂùƮ Ǐ ù5Ǐ ùƊƋŽ – ǂƥƋŽǂ5ƒ Ǐ ƊŽǂ!ƒƥ ƢƓǂ – yƊŽ || ƊƦŽƒƥùƶ Lƺ
ĂùǋǕƢƒƨƬ!ƒ || ƊƦŽ ƨƶƙ ăƦƒ || ůƞƒ Ǖƒ ƱƋŽLƪǂƙLƪƓƋŽ ƥƓƙǕƒƥƶƙƋŽ
ƥùƤǕƮ ƓǂƓƒ Σ ǂƶăƦƒ " ăƨ |!ƒ || ůƞƒ Ǖƒ ƱƋŽ" ƊƋŽ ƊƦŽLƪLǂƋŽƱƋŽ
Ǐ 5 ýƋŽƓƋŽǂƓƒ ǉƦǋǕ ǕƓƥǕƒ ǂƓƒ" ƓƥƊŽ ƊƦŽLƪLǕƒ ƨƓ!ƒ LƪƋŽǂ
ǉƦùǋýùƋŽ ƋƓƶƊŽùƋĂ ǕƢƨ|ƺƒ YƓĂƊǕƓƍǀƥƓƍǏ ƊŽ- Ǐ Ʈ ƓǕƒ ƓƥƤ
ƾƓƮ !ƒ ƒƦǋýùƤƥ || ůƞƮ Ǖƒ ƢƓƒƒƥƶƒ ǂƓǂƓƒ Ǐ 5ƒ ƤƊŽ YƓĂǕƒ
ýƒĂƱ – ǂƥƓƒĂ – ǀƒƶƋŽKˈůƋŽƒ ƨƶ ƊƋŽLƥƒ ƢĂƓ ƓƋŽǈĂ .Ǐ ƶĂLƒ
.ǂ ơƥƒƦǋ

Ěěď

[illegible]

Lȷ̈udǆČůhǘ ùoŀĥǒƒŔǋýoƒƨdǍ KʼƒǍƱP yǒdǆ ƨǴLǰǏ 5LǍǒǴǒ|| ƧƘƒ (**)
Ǐ ùƙơ Ǚ Lǰùǒdǆ ýǒdǆƒ ŀƱP ǰƒƵŀȟƧǍƨdǆŀǒƧƲŀƒ ǴȷǍƞǍ ǓƀƵdǆ ŀƺǴ
.|| ƧƘdǆǰ ƧǴǫǏ 5|| !ŖǍ KʼǴǰ ýǒƵ
.ŀdǆǏ !ǫǋŖǏ 5|| ǖǹƒ Ǜƒ ýǍok ǍǋŀǖǹƒǛƒ ŀƵƨLǴǰǍ |dǆ (č)
ƟǴķǰǰ! ŀùƵǴǕƒ ƧǴƳǴK ùdǆƒ Ǐ ùkƒ KʼǴƒƧǒƒ ŀƵǍdǆdǆǋǰŀƘLǰ (Ď)
lƧǋǴ! ŀǰƵdǆǰǴŀǙ Kƣ ƨƶkǏ ƙƒ KʼǴƒƧǒƒ Lȷdǆ|ǴdǆǏ !ǫǴǋǰƧǑLȷǍ ǒǴ ǰǙƒ
KùLǴ ǍƊǍ ƧPƊKʼǴǍƣ Ǎdǆƞ!ǴdǆǴǴǏ 5Ʊ ƨƶƙƒ ƒŔǋǴǴ ǴǍ Ǚ|| ǖǹƒǛƒ
: Ʊ ƒƧùŔǛƒ KʼƒŔ LȷdǆǴǰǚƱƒǍǋǴdǆdǆǒǴdǆŀǍ lƧƬǴdǆ|| ǖǹƒ ǖ! ǴȷǍdǆ
- : ýǴdǆýǒǚ Ǐ ƉƵƧƲƒ
ƧǴƳǛƒ LȷƵ ŀù[ƒƧǒ : ǰùǒǹ!ƒ Ǐ ƙƶ!ƒ Ǐ ƵǴǕǛƒ ƊǴ!ƒ ǙǴƧǋLǰƒ ǒƵ -
ƧǍùǰŀƊKǍƧǒŀùǒƶ!ƒ lǰùơǍƒ ŀ[ƒƧǒ ƨŀƧdǆǑƱ ǙǑƱŀƒ lǍƧƊƵƧǴǕǛƒ
.čƉč - čdē ƭ ƭ Ǚčěƌđ
: ŀǴǹùǚǛƒ ŀƵƨLƒ ƧǴƙǍ Ǐ ǰǒƒ ƻ ǴƙƒǙƵdǆǰƶ lƨǒǴǍ LǛǍƱ Ǐ LǴdǆ
ǰǴƒ : Ƨ[dǆ 5Ǐ ǰǒƒ ƻ ǴƙƒKʼǴ lǍǰLȷǏ 5ǙƧ[dǆƧ|! ŀ!Ǵ ŀ[ƒƧǒ
Ǚčěđ ǍǴdǆǴƒ ŀǍLȷ!ƒ lǍǰ!ƒ ǙǴǴP!ƒ ŀǒǴǍ ǰǒƶ ǰdǆƊ/ƧƧok ǙƧǴǕǛƒ
.ƉƉĎ — Ɖčď ƭ ƭ
lǍǰLȷǏ ù5ǙKʼǴǴùTǙǍ ǰǴƒ : Ǐ ŀǖǹƒǛƒ ƱƊǆƒ yǴdǆǍ ƨǍ5ƠǴ -
.đƉĚ — ƉƉē ƭ ƭ Ǚŀǰ yǋƧdǆƧ[dǆ 5 Ǐ ǰǒƒ ƻ ǴƙƒKʼǴ
lǍǰLȷǏ 5ǙƧ[Ǵdǆŀƨ[dǆŀ5ǴƒƧǍ[Ǐ 5yǴdǆǍ KʼƒŔƒ : ŀTǍƱ Ǐ ƉƵ
ŀǒǴ[Ǎ ǰùǴ ǰùdǆƊ/ƧƧok ǙƳǴƒ ŀǍLȷ!ƒ lǍǰ!ƒ ǙƧ[dǆ 5yǴdǆǍ KʼƒŔƒ
.Ďē — ĎƉ ƭ ƭ ǙčěěĒ ǍǴdǆǴǴP!ƒ
Ǚǰùǒdǆƒǰƶ ǴƉƵƒǰƶ : Ǐ 5ǙKʼƒƧǒǛƒ ǀŔǋƧƒƧ|Ŕ ƒ ƉƵǍ ǴŔǰk ýǍơ ƧƲƒ (d)
lƧùǰƒ ýǖP Ƨ[dǆ 5KʼǴǍƨǒdǆ LƒƨǒǍŀǒƞƧǴP!ƒ lƧǴǰƒ Ǐ 5ŀǰǒƒ KʼƒƧǒƙƒ
ǰùƶ!ƒ ǙƩ dǆP!ƒ ǰǕǒdǆ ǙƱǑPŔƒǍ ŀǒLȷƊƵƧ[dǆŀƊǒdǆ Ǚčěěđ — čěđĎ Lȷdǆ
ƧùƬ dǆǙǒƣ ǰƒ ǰƶ ǰǍdǆdǆǴǴ ǒ ǙĒĒ — Ēđ ƭ ƭ Ǚčěěē ƧǍǴdǆǒ Ǚ LǴƒ
.ěďʼƭ Ǚčěěě ǙƧǋǴƒ ǙǖǹƒǴǴ ǙdǆƵ!ƒ ƟǴƧǍ
lǰùơǍƒ KʼǴƒƧǒ ƨŀƧdǆŀ ƨƧ!ƒ ǴƧǍ Ǵ[Ǚ LǴƧ5 ƧǴLȷǏ 5KʼǴǰ ƧƲƒ (Ɖ)
.Ďčđ ƭ ǙčěĒĒ ǙKǍƧǒǙǒƶ!ƒ

ăĂĎĎ ƚùdžĞk ÜŵùŢ dž 5ýPĐƒ yǎžĂkĂ Ƨuơ!ƒ ƱĞĎƥÜă ƧhĞkĂĂ LĴĂη (đ)
ÜžŢ dž 5ýPĐƒ yǎžĂk Ĭ ˥ Ğ !ƒ ƥĞ kŲƒ ÜƧƧơdžƷ!ĞP!ƒ ƥhž lƥĂη Ĭ 5Üă ƧkĞƒ
.đĎĎ ƭ ÜčĕĕdʹlƧNĞƒ ÜĞ ĞƚĐŽdžĞ!ƒ ƚǎžŢ dž ƚĞnƒ
ƚùǎdžƒĂ Ĭ ù ĐǎŽƒ ƻ ĕƚkƒ ÜĎǎƷƒƧhƥLŢ ơ ƥdžĎ Ĭ 5Ü (č) Dž ýĂƥη yηƒƧ (Ē)
Üùǎ ŽĞkηŲƒ ƥĞ zhŲƒ : ƧŢ dž 5Ĭ ĐǎŽƒ ƻ ĕƚkƒ KĞĞ Ĭ 5ÜžŢ dž 5ƚǎžThƥ
.ēČƭ (čĕĕđ ĂǎĞdž Ē – čđ) YĞkηŲƒ Džǃ! ƚǎĞƒ ƚĂŲ!ƒ lĂƥŲ!ƒ ýĞdžD
ƚùơƧkdžǎηǎƒƧkù Ţ ƒ yùdžǎƥĞ kŲƒ ƧŢ dždžĎĬ 5KĞƒƧƥŲ ǂƨ ăƨdž (ē)
.čĕĒd ʹÜƧNĞƒ Ų !ĂhƥdžhƥdžŲƥƚƒ ƚĐŽdž Ĭ 5ăƧŢ dž ƥĞ kŲ!
.đēƭ ÜƷhĞ ynƧdžŲǎžThƥ ƚǎdžƒĂ Ĭ ĐǎŽƒ ƻ ĕƚkƒ ÜĎǎƷƒƧhƥLŢ ơ ƥdžĎ(Ē)
lĂƥùLĴ 5ÜžŢ dž 5ƚǎdžƒ Ĭ ĐžǎĞžĎ!ƒ ƚĐǎŽƒ lƥĞǫƧĞŲ LĞƧ5ƧƥĞ(ĕ)
dđ ƭ ƭ ÜƷhĞ ynƧdžŲǎžĞkηŲƒ ƥĞ zhŲƒ : ƧŢ dž 5Ĭ ĐǎŽƒ ƻ ĕƚkƒ KĞĞ
.dĒ –
Ų hƧz!ƒ ýhĞ džƧƥ ÜzhĞƒ ƚ!Ăƥƒ ƚǎĞžĎ! ăƧŢ dž ÜhĂdžƒ ÜĎǎ ýƥĞ (čČ)
.ĎĎČ – ĎčĒ ƭ ƭ ÜčĕĒĒ ÜƧNĞƒ
yùηƧdžŵùŢ dž 5ƚǎdžƒ Ĭ ĐžǎĞžĎ!ƒ ƚĐǎŽƒ lƥĞǫƧĞŲ LĞƧ5ƧƥĞ(čč)
.dĒƭ ÜƷhĞ
ƥùhž lƥĂùη :Ĭ ù5ÜýPĐƒ yǎžĂkĂ Ĭ ŽĞkηŲƒ ǁƒƧơ!ƒ ÜĎǎƷƒƧhƥLĞƒ ƥž (čĎ)
ÜƷhĞŢ yùηƧdžŵùŢ dž ù5ýPƥù!ƒ yǎžĂk Ĭ ˥ Ğ !ƒ ƥĞ kŲƒ ÜƧƧơdžƷ!ĞP!ƒ
.ĒĎĐƭ
ƷĞŢ Ĭ 5ăƥĞ kŲƒ ĂdžƒĂ ýPĐƒ yǎžĂk LƥhKĞhĞkƒ ÜăĂ ǎz!ƒ ĎǎƷƒƧhƥ(čđ)
ƥĞŢ kŲƒ ÜƧƧùơdžƷ!ĞP!ƒ ƥùhž lƥĂη Ĭ 5ÜčĕēĒ- čĕđĎ ƚƥĞ kŲƒ ƚǎdžƒ
.čĒđ- čĔĐ ƭ ƭ ÜƷhĞ ynƧdžýPĐƒ yǎžĂk Ĭ ˥ Ğ !ƒ
yùηƧdžŵùŢ dž ù5ƚǎžThƥ ƚǎdžƒĂ Ĭ ĐǎŽƒ ƻ ĕƚkƒ ÜĎǎƷƒƧhƥLŢ ơ ƥdžĎ(čĐ)
.đĕ- đĒ ƭ ƭ ÜƷhĞ
.ĒĎ ƭ ÜƷhĞ!ƒ ynƧdž(čđ)
ƭ ÜƷhĞŢ yùηƧdžŲzhĞƒ ƚ!Ăƥƒ ƚǎĞžĎ! ăƧŢ dž ÜhĂdžƒ ÜĎǎ ýƥĞ (čĒ)
.ĎĎĎ- ĎĎČ ƭ
ĞĂùŢ ăƥùdžLdžýĎƷ ĞŲƒĂ ýPĐƒ ĞĂ dž ŢĐƚ ơĞƥ ƧǎƧkƚƲơŲdžýdž(čē)
ÜƷhĞŢ ynƧdžŲǎĞžĎ!ƒ ƚĐǎŽƒ lƥĞǫƧĞŲ LĞƧ5ƧƥĞƧƲƚƒŲ Džƒ yǎžĂkƒ
.dĒ ƭ

ĎĕĔ

(20) Celia Lary, Consumer Culture, rutgers, University Press, New Jersey, 1996.

(28)Celia Lury , consumer culture.Op. Cit., P109

(30) Celia Lury , consumer culture.Op. Cit, P5

Üǻ ƧŎ]!ƒ ydžƞdž Ĭ 5|| ǖnƫ Ǚƒ ÜLǺƧPČ ƥǆƨ ƥdžĎÜĎǆƒ ƒȐŊjýǍơ ƧULƒj(dč)
Ĭ ù5ĎǆƤkǖ| ǖ! ǖƙƍŀ ƿýǂùT!ƒ ƒȐǹǖĎǮdž ŎȚ ˈĎ ǒơ .ēďʹ ƭ ǯƙǨ yƞƧdž
.ŧǰƥƕǰ Ĭ 5ǴǫƧǴdž ŧ||ƙǨ!ƒ KǴƒƧƥƒ
.ēĚƭ Üǯƙǩ yƞƧdžǕƤơ!ƒ ƥƶƕǴdžǺƧ Kǒƞ ƧǴdžƧULƒj(dĎ)
ÜƧùTƶ Ĭ LǴǺƒ ƥƶ!ƒ ÜƒƥƕŧĎƥdžǕŧǖnƫ Ǚƒ ŧ5ǴǺƒ Üǻ ƥƶǂ!ƒ Ĭ ĎǮƥdž(dď)
.ĕ ƭ ÜčĕēĚ ƧƕǮƥ
Ǚ ùƙƶ!ƒ ǴǴdžǰƒ ƥùnǰdžǕùƼǴĎǮùƧULǺùơLǰÜLǰùǴƶƧǒǮ Ƨ ULƒj(dĐ)
ǯùƫ LĎǮƞǍǍƥĎ||Ƨƶdžŧ5ǴǺƒ ÜLǰƮƧ!ƒǍǴǯ ǒĎƧULƒǺ .ĚČƭ ÜčĕĚĕÜKǍƧƕ
.dĚ- dē ƭ ƭ Üǯƙǩ yƞƧdžǕ džƶ!ƒ
ƥùdžƒŧùdžƧkÜdžƶ!ƒ Ǎ ĎǮƒ Lǰŧnƫƒ ǍdžƸ: || ǴdžĎǮĽƧƕƧǴLǰǴLǰ(dď)
.ĕ ƭ ÜčĕēĚ Ü5ǴĎǮĎǮǰƒ Σ ĎǮdžǕdžƧƦĎǮdǺ!ƒ YǍƧTdžǕǰǍdždž
LǴǺǴƞ ÜƧ ùĎǮdžǯ ǴǖƫĬ ƿŧǒr|!ƒ ||ȐŊjýǍơ ŧǰƥĎǮƧǭ ŧTƥǴdžƧULƒj(dĒ)
ŧù5ǴǺÜǰùƶdžǺǖƫ ƧǭƦ|| ùǒǴdž 5ÜǒĎǮǺ ŧdžƶ!ƒ : Ĭ džƶ!ƒ yƒǍƒ ÜLǴƥƧ5
.dČĚ- dČĐ ƭ ƭ Üǯƙǩ yƞƧdžǕdžƶ!ƒ
.yƒĎǮ ||ȐŊjƕƥƭ ƦkƧƫ dž 5ǍǴƒ ǯƒƫ ˈĎ 5ŧƫ Ǵ KǴĎǮƞǍk(dē)
Ĭ ù!ƍƧǒùTkǂǂƒǍ ƭ ơǰƒ LǰdžƥƶdžƸ !ƍŧƞǴ Ĭ 5ǎƧPĎĎNǰǍT ŧdžLǂ!Ǎ (dĚ)
ÜƧŊǴ|!ǴǒĎǮŧ!ǴǍ ǯǍƫ Ĭ 5ýǴ!ƒ ǴĎǮǯƒƫ Üƒ Ư ƶƕĬ 5ǴǴLĎǮƥƙdžǍƞǍ
ǍŊǍ ÜKǴƒǴǂǯƒƫ Üƒ ||ȐŊĬ !ƍǴǴLƒ ýǍPƥ ǴƕLĎǍƥƕǍ ÜƶǒƞǴǒǴǖǺƒ ǯǍƫ Ǎ
. ǴƧTĎĽƞǰǍPƥ ǴƕǴǯ ǒĎŊƥǴƫ ǒŧǒǴĎĽ ƥơ ƧĎĎ
KǴƧƫ !ƒ ǴƦƥT dž ǰŧǒƥƿyĎǮ Ư ƶƕLĎƧǂȐĬ !ƍyƕǴƕƯ ƶƕƥ ýǒdžǕ (dē)
.ǴǰLǰǍƥdžǰƧ ýǍdžLǴ LǰǍ ÜǯǍƫ !ƒ ýPƥ2 ǍƧdžƧdžĎNǂǍ

















Ěěď









Ďěđ



(č) !ʒo ɣóŇj

(Č) !ʒo ɣóŇj

(d) !ʒo ɣóŇj

(Ď) !ʒo ɣóŇj

(đ) !ʒo ɣóŇj

(Đ) !ʒo ɣóŇj

(ē) !ʒo ɣóŇj

(Ē) !ʒo ɣóŇj

(Čċ) !ʒo ɣóŇj

(Ĕ) !ʒo ɣóŇj

(Čč) !ʒo ɣóŇj

(ČČ) !ʒo ɣóŇj

(ČĎ) !ʒo ɣóŇj

UŒĮĘƒ ЛŒ

hŏĢĴŅ ĵúŅĝ ŰĘ

ă ƻù !ƒ KƒĂùĿƞ:|| ŭnĵ Űƒ ƱĜdǯĴ ƚ ğŏĥƥ KĜǯƒƥƙƒ **:ƥ Y ĂĝĦĘüT ƺĘ**

ǻĤĂdǯ

yùdǯĴĞŏdǯ || ŭnĵ Ŭ ƚ ŏŞĝƒĂ ƚ ŏǮĜƙŰƒ ƥĜƺŰƒ **:ƥ Y KĴĦĘüT ƺĘ**

ă ƻ!ƒ YĜƞ! ƚ Ţ ĜƑ lƻĜƍ

ĢĤù ȝDŽ ǂŭnĵ Űƒ Ʊdǯƒ Ĭ DžǮ ŏƻ Űƒ ƚ ĴŏƥƻŏȺ:**ƥ Y UŒĮĘüT ƺĘ**

DǮǯƒ ƚ ƱŜĜdǯ 5 ƚ ŏĵƥŏdǯ ƒƻƥ : ƚ ŏƻ Ţ dǯ lƻ Űƒ Ĭ 5



[illegible]

[illegible]

(*) [illegible]

[illegible]

[illegible]

[illegible]

(*) [illegible]

Patterns of Consumption

[illegible]

[illegible] (D) [illegible]

[illegible] Environment [illegible] Phyisical environment [illegible] Social environment [illegible] (d) [illegible]

[illegible] (D) [illegible]

[illegible] Ecosystem [illegible]

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

Other – oriented

Self

Mass Production .Materialist

Shopping centers

.Supper markets

stylestic

[illegible] Symbols [illegible]

[illegible] Sings [illegible]

[illegible]

[illegible] Collective Consumption [illegible]

Conspicuous Consumption

[illegible]
[illegible]
[illegible]

* [illegible]
* [illegible]
* [illegible]
* [illegible]
* [illegible]

[illegible] [illegible] [illegible] [illegible] [illegible] [illegible] [illegible] [illegible] [illegible] [illegible]

[illegible] [illegible] [illegible] [illegible]

[illegible] [illegible] [illegible] [illegible] [illegible] [illegible] [illegible]

John

Antes

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

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LǺƨdĞúù[řŏYƧŖƒĂ ýdĿƒ Ї ĐŽŽKĜźĞdž LǺ[ĐŋžΣ ĞƒLĢ5ƗƨĂŋdžƒ ăĂŖ dž
ÜKĞĞɸo!ƒ LǺƗơǑĂ ÜĞĵƗdžĞdž5ƨƱ!ƒ Ї ĐŽŽLǺTđŽĂ Üĭ ƧĞ ẑ!ƒ ĈĢdž Ǒ5
KùLĢ ĞdŽ.ĞƱǑĐĞŋĐŽŽKĜźĞdž Ư 5KĈĐŽLǺƞzǑĂ ÜƨĞĐŰƒ LǺĐĸĂ
KơƘƗơƒƨĐŽĞdžŰ ĐŽdž ɣ ĿŽ ǑŖĞdž ƨŋdž Ü- ĞǺdž ƐƱĞ!ƒĂ ÜŽƨŖƒ
.. 2 ĞƮ 5Ʈ !ƒĂ ĞLǑƨĂƨŋ!ƒĂ ƧĂĞ!Ģ ýĐŽĂ (ƨŏdž!ƒĂ KĂŖĢ) ƨdžĿ ƨŋT!ƒ
.ơĿƒ

Ǒù5Σ ĞLĿƒ lĞơ LŽ ƨĿƘ ǑŖƒ ǑLĢŰƒ LƊŽƨT!ƒ Ɨ ƒƧŖƒ ăĂơ ƒŖNĵĭ ĐŽĂ
LĞŖP!ƒ Ǒ5ǑLƘ || ĈŽƒĂ ýdĿƒ ǑLĢĐKLĢ LĸP!ƒ Ǒ5.ĐĸĞơ lƨĂƿĂ ĐĸĞĞdž
ǑùŖƒ ÜĞĐŽĂ ĭ ƧĂƒ || ĈŽƒ YƒĂĐƨƗĸĂ ƿĂdžƗ5 ||!Ŗ LƊĂ LĸPdž ý5ƱĐŽ
:ĞƗdžŰƒ ýĂ|ƙ

LĵudžƿdžŽ ĿĞ ǑĐĂ	Lĵu ĈŽ ĭ ƧĂùhĞ|| ĈŽ
LĵdĿƒ Ї ùĐŽNĵǑPƒĂ	NĵĂdžǑù5ƿĞƿdžĂ
ƟƨùŋdŽ ɣĐŽƒĂƿĞ	ƟƨùTdž ƧĂhĞLĵŽ
LĵƨơƒɣĐŽ ƟƨTŏ	ƟĂƨùdĂ ƟƨĢ ƿdžĂ
LĵĞùdžĂĐŽƿĞùŏ	LĵuĈŽ ĭ ƧĂhĞLĵŽ
ƗhĐŽƒĂŋ LĵŽ ĐŽĞ	NĵhĐĂĭ ƧĂhĞLĵŽ
Lĵuơ!Ģ !ĞƱ 5dĂ	Ɨ5!ƒǑ5ýƨĞƨNĞdž

ĞŋĵƱƨŏĞĂƗ5ĞLĿƒ KƒƿĞ YƧŖƒĂ ýdĞƱƨdŽ ăƧPŰƒ KƒƿĞ!ƒ LĵĂ
KƒĂĵĂ YƧŖƒ Ї ĐŽĭ ƧĞƒ ýƗ KLĢ ||!Ŗ ÜĿƒĂƨ!ƒĂ ÜĿƒĂƨĐŽĞŖPŰƒ KƒƿĞ LĵŽ
ǑùNĵ "lƿƨĂùdŽ" Ă ÜĈĞdž Ї !ƍýĂLĐŽŽĞŋĵĂŋ ƿơhLǺƗŏƗ ŏhĐŽ ƙĭ Ƨ!ƒ
"lƿƨĂdŽ" LĵŽŖ ƙ KĞƒ KLĢĂ.ĐĞŽŖ ŰƒĂ Ğ[ĐƘĢĂơ!ƒ ýĂLĵŋĵŽLĢdž
ĞLĢ KƿĂƒ ||ƒĂ LĢdžƒŖNĵ.ƒƮ Ƶ ĈĞdž ɣĐŽĂ ÜΣ hŭdĂ ǑLƒĂŰƒ ýĈ ȝ Ǒ5
ƧĞŖPŰƒ ƧƒƧƿ ŖPƒĂ ÜKĞƒ ɣLĵ LĵŽ[ĞdŽ Ư ƒƵŖ Ů LĵơĿĢ LĸƮ Ƨ5
.ɣĞ!ƒ ɣLĵ LĵŽƒĂƨĐŽ

LĵŽ.LĵĿƒĂ KĞĵ ýŰP LĵŽƵĂĿdž KƒƿĞ!ƒ lĵŖNĵƗŏƨT!ƒ Ї LĢŰƒ KĐŽĂ
:KĞĵǑLĢĐ

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DŷjƒSĂþ Ŏù!Ăƺ̣ Ă LĴĜŕTŬZĂ ýŏDZŽ

DŭǂŋjŏƧĜĐǂùŬĂƨƨ! ŎùhĐǅŬLƤùł

ï ĂĜǵŏdĴǨĎǅŽĐĵ. ï ƙĵƒ LĴŏdĵƒĂù!Ĝŋ

DŭǂŋjƧĜĐƧþĜŋ ţ ĂdǅDŊǵdƺþĂù!Ăc

LĴdŽǂdŽŭƘ "lþƧĂdǅ" ï !ǫɣ NĴƘ ƧƒǂŽŬƒ lĜĵƒ ýƶƙĵƙ ƧPŬƒ ɣ LĜŋ!ƒ ï DZĂ
:ǂŏDZT!ƒ ǂŏdĵŬƒ ŎƼýĂ|ƘƼŬNĵƙ LĴdĂĐĜŋþĎP ǂŏƧ

ŎLdǅ LĴƮ ƹ KŏDZ ĜdǨŏƜ ŎùùLŊĵ|ùdǅ Ĝï ùLŊþ

ǂùƯ ƼǂùhƧŋ!ƒ ýùʅ ǚʅ Ă ĜĵʅNĵŏDZĵĂù!Ĝŋ LĴǅ

ŎLdǅ ŬZ DĜdǅ!ƒ ýĂùŋʅĂ ǂǂƧhþ ƟĂƧĎĂ NŋŏƙǛ

ĜŊƤĜƵĜǵ| ĜŊĴŎŋĵŏĵ "lþƧĂdǅ" ƧĜPŏΣ ĂƧƶ!ƒ ɣǂĂdŽĵĜ ǙLĵĂƨ!ƒ ýǥơ ŎƼĂ
:ɣǂĂdǅǂŏdĵĎýĂ|ƘƘ. ɣơ!ƒ ƟƧʅ dǅŬĈĵ ýĂĎLĴŬĂdž

ǂùdǅʅ !ĜĜƤhŎŋdĂ Ŏʅ ƧƘĂ Ǚǫǂùdǅ ĜdŽ

ǂdǅʅ ï ƨĜŋơĎǨþŋʅ Ŏʅ Ƨǂ LĴŭƙĂ ǂùdž

ŎùùùLĜĴLĴĜŏLĴƮLj ĜĜŋ ŎĎǅ LĴƨ!ƒ Ăùƙ

Ĝĵþŋ lþƧĂdǅ ï DZŽ

|| ĂǂùT!ƒ ƥƶhŏNǙĵ ŬĈĵŽƟƧʅ dǅ ùĂ ĂNĵ |ƘDŽNĵƘTdǅ ýŏĵƒ LĴĐǂ ʅ ǚP!ƒĂ
ǙLĂ|ùTĜ!ƒ ă ƧƒĂùƘŏ|ĵùLƶĂ ǙNĵĵ ï ƶʅ ŏýǂ!ƒĂ ǙýŏdŽ!ƒ þʅ |dǅýŏǅĜ. ɣơ!ƒ LƵ
.Nŋơ!ƒ ýĜƶƘĵĂ ɣĜĵùǙƒ ýĜƘĵĵDŷDZýŋĵŏĂ

ǙhĂ!ĵĂ Ƨʅ dǅŏƶʅ ă ƧþƯ ƶhŎƼƧǙ!ƒ KǨƘǅŎƘƒ Ǚĵĵ!ƒ KĵþƵ LĴdĂ
LĴdǅýĜƙƹǙƒ |ĵĜdǅŎ|ĎŽ ŏơ .ýŏĵƒ |ĵĜdǅŎƼ"lƧĜǙƒ" Ă "ýĜƙƹǙƒ" ĈĜdǅĈĵǫ lþƵ
ɣĜŋLĵĂ ǂhĂʅ PĎŽĜDŽýŏ!ƒ ŎƼ ï !ĂǙƒ ǂDŽĈĜŕ þĂ lƧĜhþ Ư Ƽƥƶhɘ ǂhĜĵ!ƒ
ǂù|ŬLdǅŎùƼƧŋĎǅþǙƒ ï DŽLĂƨ!ƒ ĂĎLĵŋĂƨ!ƒ ƧĂhƶ lþƵ || ĜŊĵ|| !ǂ . ƧĂǂƘƒ
ǙĵĈĜdŽǂʅ ƘŎƘƒ ǂƶŏƬ!ƒ ƺĂƼKĜĵĵ!ƒĂ ƟƒĂƧǚ! ǂLĵĐĂ ǙhĂʅ PĎǅĜƙǫǂhĂ!ĵ
ï DZǂDŽdǅƧĜĵ ĂƼLĂƨ!ƒ ĂŬPŏLĴĐƯ ƧƙǂŏĂ!ĵ KĜdǅŋdǅƯ ƶhLĴĂǂʅ ĜP
.[čĒ] ƧĂhƶ!ƒ ĎĵƧdǅ Σ Ă|Ʊ LĴdǅƨŋǂ ǙƧhĵĵ Ŏƙƾʊ

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LǆŬƒ ƥǌŏ DŽǊǋǇǅ̈ ƧTŏĂ NǇǆǅǉƌ ĂőǑǖƺƒ Lǉ ăƦƒ YƧƦƒ ǺǇǅǅǆ. Ĭ ƑǉǊƥ DǼǆǇƒ
ǴƖLǉǆ ƥĂùzŏƗ ĂDǅǅ. KǴǼĂƨdǅ ă Ƨ! ǴǊLƥǌŏ DǅǇǅ ǗǺĂƲ ĂDǅǅƧT ǼǑ!Ǵ
Ʋ ƒƧdǅƗƕǴǅ̃ Ǜƒ KǕƥdǅTǈǉƒǂNǉ Ǘ ǴǉƒǴƒǅ! ƒ ỹ ǚ̃ Ƨǅǅ ăƧPDƧdž
.[dČ] ƗǈǉĂdǅ ăƧPǛƒ Ʋ ƒƧdǅĂ Ǿ ƧǴǅǅLǅ || ǑNǴǉǂƒĂ Ĭ ǅǅ

ǉǴƗǅƒ DǅǅDŽƳ ƒ Ĭ ù!ǫĂǂTŏ– ĭ Ƨơƕƒ ĂǑDǅ LǉǅĂǴ– YƧƦƒ yǉĂ Lǫ
Ĭ ùDǅǅƲ ùơŏă Ʀù!ƒ DǅǅƕƒĂ dǅNDǅ ăǉLƕ !ǴĂ NǉƕNǫYƧƲ ŏĂ
ǴǉĂ. Ǻǅǅ Ĭ 5ƗƞǴ!ƒ ǴǴ ƿDǅĂ ǗŏƧ!ƒ Lǅ ăƦǛƒ ƗƲǴǅĂ ǗƧǴ!ƒĂ Ɨ5ǴLǉƒ
Dǅ Ɨùǅ ƧƦƒ ǺǅǅLǅ Dǅǅǂǅǅ ƧT dǅKǴ5ǴǅdǅƳ 5YƧDǅǅǅ KǴŏǖdǅ
Ʋ ùƕǉ ù5ýùùǅƒ ƥĂ NǉƕKǴǅǅdǅĂǚ ǂKNǉ5Ɨ|ƕ ƥĂƞĂ ǗNǅ ƥǌŏ
Ɨù|ƕ Ĭ ùNǴdǅĂ– ýǅƒ ƥĂùǂ – LĂDǅƒƧƲ P Ɨ|ƕ Kǚ ŏ ǴǂĂ ǗLǴǛƒ
Ǘ|ŏǚ ǚƕ KǴǴƨĂ Σ ǴDǅ KǴǉ ǗLĂǛƒ Ĭ ƦTĂ ǴƧƺǚ Ă ǴǴ ŏĂ ǴƥĂǂ
ţ ùŏĂ Ǘù|5ǴKǴĂŏ!ƒĂ ƧĂŏ!ƒĂ ǗƛƧ!ƒ ƗTǅǛƒĂ ǗŏǴƴ YTǴ!ƒĂ ƗŏƲǛƒĂ
LƒĂù!ǛƒĂ ƥĂùdǅ ýǂ! Ʋ ƧƨdǅNǉ. NǂĂǂƒĂ KƒĂƧƲ P!ƒ ƧTƥĂ ǗơĂƕǅ ƧĂŏ!ƒ
Lǉdǅùƞ5ǗǴǅdǅ ƧT dǅǉǅ LǴƗDǅdǅPDýǂTKKƧǴ Ĭ Ʀƒ ǗDǴŏǛƒĂ
ƗƨŏƧǚ ýĂDǅ

ƲǴǅǴƦǉĬ !ǫĂ ǗTǅdǅ ăĂǂ dǅǴƧƒ Ĭ !ǫǗNǴǴ dǅ ƧƲ ơƦƒ ăƥDǉ!
Ĭ ƞƧǴP!ƒ DǴƨ!ƒ Ĭ DǅǅǴǉǗ! ƗƞǅLǉ ýƕLǉdǅĂƞĂdǅǂKDǅ || ǚƞǂ Ǜƒ Lǉdž
KƒƧǅǴKǗKƒƧǅƦƒ |ƦNǉǂƒĂŏDǅǂĂ ǗƨĂǴdǅ ýǴ ƦǛƒ ýƦǴĂĂ lƧƞƒĂ ƧǂǴ!Ǵ
ƻ ùDǅƒ ƥƥƒĂ Ɨùǅǅƒ lĂùƞǅƒ KƧùƞǉ5Ǘǅƞ!ƒ ǅƨĂǂ ǂ Ɨǅ ǴǛƒ Ɨǅƒǅ Ĭ 5
Ǘùŏ Lǅǂǂǚƞǂ Ǜƒ KǴDǅǅ Lǉǅ DǅDǅƒǅƒ Ƨ5ĂKDǂƦNǉ DǅĂ. Ĭ 5Ǵ|ƛƒ
ǺĂùǚ LǉƨLǉDǅǗ ƑǴǅ ăƧƞdǅƧƥDĬ 5KǴDǅǅ |ƦNǉǴǉǫĬ !ǴǉǛƒ ýƞǂ ǂ ƒĂ
.ǴǉǅǅDǉƴǚ LĂƨ5ǉĂ Dǉǫƥǂ ƻ Ăǂ DǅǴƕ LǉƕLǉDǅǂ ǗƕǅƒƧ

Ɨùǉǉ Ĭ 5ƗƛǉƠ!ƒ ƗƥǴ!ƒ ƧƥǴ dǅ ƥĂƥĂ!ƒ Ƨ5ĂK LǅǅơǖLă ƧPDƗŏǴLǉĂ
Ĭ ù5ƧĂƥùƦDǅùDǅǅKùLǉ Ĭ ùƦƒ KǴDǅǅ Dǂǅ Ĭ DǅǅǴ ǗƧƲ ơ!ƒĂ ƻ ǂ!ƒĂ
Ĭ ùDǅǴǅǛƒ ýƲDǗǴƞǂ!ƒĂ Ĭ ƨǅ!ƒ ƨǴ!ƒĂ ƨǴǴĂƕ Ƨ5ĂKLǅƦ. Ĭ Ʋ Ǵdǅ
Ƨ5ĂùKLǅǴdǅǗùƥǴ!ƒ Ĭ ùDǅýĂǚ ơ!ƒ Ĭ 5ƗǴƒĂ ƗǫƧ!ƒĂ ƗƕP!ƒ KǴDǅǅ
ƗùĂƕĂ Ɨùǅ!ƒ KĂùǅ Ĭ 5ƗǉDǅLƒƧǛƒ Ĭ ƺDǗǴ ǂƒĂ ƗǂƞǂǂƒLƒƧǛƒ
Ĭ Ʀƒ ăƥDǅƨƕ!ƒ LƒƧDLǅ||!Ʀ Ĭ !ǫƻ ƲDƗƑǉƗ ĂDǅƒƥƨ5KǴDǅǅKǂƧƦ5

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Ăƫ ȣŇƐĦɌŁ ɯǀŚƿĐĐŽ

ƨǂƧdžŬŇƐĞƑĂ ŇŊĠďǭ ǐ ƧŎ!ƒ yǒɗǭdž ŎƼǁǖŋƭ Ǖƒ ǕĿǠƧƤǍ ƥǥǂ ƥǒǳĐƥ (č)
.Ďē- ĎĒť ť Ǘčēěč ǕǂơĂƥƒ ǕƧǑƥǂǳǭ ǕǂǒǤ ǕǄƒ ǨǦƒƧƥƒĂ ɟƑĂƒ
.ēĐ ǂǒǗƒ Ǖƻ ƒƧƵǕƒ ƖƧĄ ǕĐǂ!ƒ LƗƧ!ƒ (Ď)
ǂùƼǳdž ƧƒƥǕǑǑǒǗƒ ƳǴǭǕƒ ĐĐŽŎƼǂ ƒƧƥ:ǂơ !ƒĂ ǂƑǂƥǕ ĂǤdžǐ ĐŽ(d)
.čĒ- čē ť ť Ǘčēěđ ǕǂǒƧƥǂǕƒ Ǖǂǳǭ!ƒ
ǂùƥƧĂ ǕǑďǔǕƒ yǒƧƬƦƒĂ ǑƵư Ăƒ ĿĂĿǴƒ ĿǂǂƑǂƥǂǒǴǳ Ǖ ĂǤdžǐ ĐŽ(Đ)
ƧĂùǕĿǴǕĿdžùƑǂƥ ǴǴƴ ǕƵǒƧƬ!ƒ ǂĐƤŽŎĿǴƒ ǑĐĐŽƧǳdž ǐ !ǫǂǭdž
.dť ǕĎČČČ ƧǂǑŽĿĎđ- Ďč Ǖ ƧƞǕǑĐǕƒ ƫ Ƨƞ ǂǳǭ ǕǑďǔƫ ǫ
.Ďđ- ĎĐ ť ť ǕǂƘ ƴƞƧdžǕơ !ƒĂ ǂƑǂƥǕ ĂǤdžǐ ĐŽ(đ)
.Đě ǂǒǗƒ ǕƧdž ƖƧĄ ǕĐǂ!ƒ LƗƧ!ƒ (Ē)
.čě ǂǒǗƒ ǕƧƞơ!ƒ ƖƧĄ ǕĐǂ!ƒ LƗƧ!ƒ (ē)
Ư ùƵǂùdžƧƘ ǕĂǕƒ ƥùĐǳǕǴǭǕƒ ĐĐŽǂƵĄ ĂdžǕǴƧǴdžĿĂƥƧĂƞ (Ě)
ǕùƼǴĐŽùĐŽǕƒ Ʃ ùĐǳǕ ƧŇĄƞ!ƒ ƥǒdžǂƵƞƒƧdžǕǴǭǕƒ ĐĐŽƘǴƫ Đ
.čĒĒ- čĒđť ť ǕĎČČČ ǕƧŇǴƒ
.Ēđ- ĒĐ ť ť ǕǂƘ ƴƞƧdžĿǠƧƤǍ ƥǥǂ ƥǒǳĐƥ (ě)
.ĒĚ- Ēēť ť ǕǂƘ!ƒ ƴƞƧdž Ʃ ǥĿ(čČ)
.ēē- ēđ'ť ť ǕƴƞƧdž Ʃ ǥĿ(čč)
ǕǂƘǴƫ yùƞƧdžǕĂǕƒ ƥùĐǳǕǴǭǕƒ ĐĐŽǂƵĄ ĂdžǕǴƧǴdžĿĂƥƧĂƞ (čĎ)
.čĒĒ ť
Ư ùƵǂùdžƧƘ ǕǑǴƒ ƥĐǳǕǴǭǕƒ ĐĐŽǂƵĄ ĂdžǕǴƧǴdžĿĂƥƧĂƞ (čđ)
ǕƧŇǴƒ ǕƼǴĐŽĐŽǕƒ Ʃ ĐǳǕ ƧŇĄƞ!ƒ ƥǒdžǂƵƞƒƧdžǕǴǭǕƒ ĐĐŽƘǴƫ Đ
.ěČČť ǕĎČČČ
ǕǴǂĐŽǳǭƒ ǂƧƬ dž ǂƑǂƒ ǕǑǂƬ!ƒ ǴƥǕƒ ŎƼ ýǒǕƒ ǕƥƑƼ ƥǒǳĐǨǴĿǰƥ (čĐ)
.ē ť Ǘčēěđ'ǕƧŇǴƒ
.ĒĎ ť ĂdČ ť ǕǂƘ!ƒ ƴƞƧdž (čđ)
ǂùƑǂƒ Ǖ ù!ǴƒƥƥùƵ!ƒ Ǖƥƥƞ!ƒ Ǵǂ ǕĐǕƒĂ ýǒǕƒĂ ƧƬ dǂǑǴ ǐ ƥƬƧ (čĒ)
.ĒĒ- Ēđ ť ť Ǘčēěđ ĂǒĂǒǕƧŇǴƒ ǴǴǂĐŽǳǭƒ ǂƧƬ dž
.ěČ- Ěě ť ť ǕǂƘ!ƒ ƴƞƧdž (čē)

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.ĐĔ- Đďƭ ƭ ÜĎČĆč
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.ĎĎĒ ƭ Ŭďĕēď ÜlƨNƑƒ Ü[illegible]dǆ K[illegible]!ƒ ƨTL[illegible] ÜĎƱ Ü[illegible]L[illegible]
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lƨǧùƮ !ƒ YƨùƦ[illegible]ùŏĂ[illegible]ƒ łLƓƮ !ƒ YĂƨTdž[illegible]ÜL[illegible] ăĂ[illegible]dǆ Ï [illegible](Ďĕ)
lƨƒƨĂ ÜĎČĆČ/čĎ/dč Ï ùƙơĂ YĂƨùTdǆ łùǧ[illegible]dž[illegible]ƒĂ ƥ[illegible]Ʈ !Ɠù
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ł[illegible]ùT!ƒ) ï ƨùơ[illegible]Ăƒ K[illegible]dž Ʊ[illegible]ăƦƒ – ĎČĆč Ă[illegible]dž ƙơ čĕēĔ
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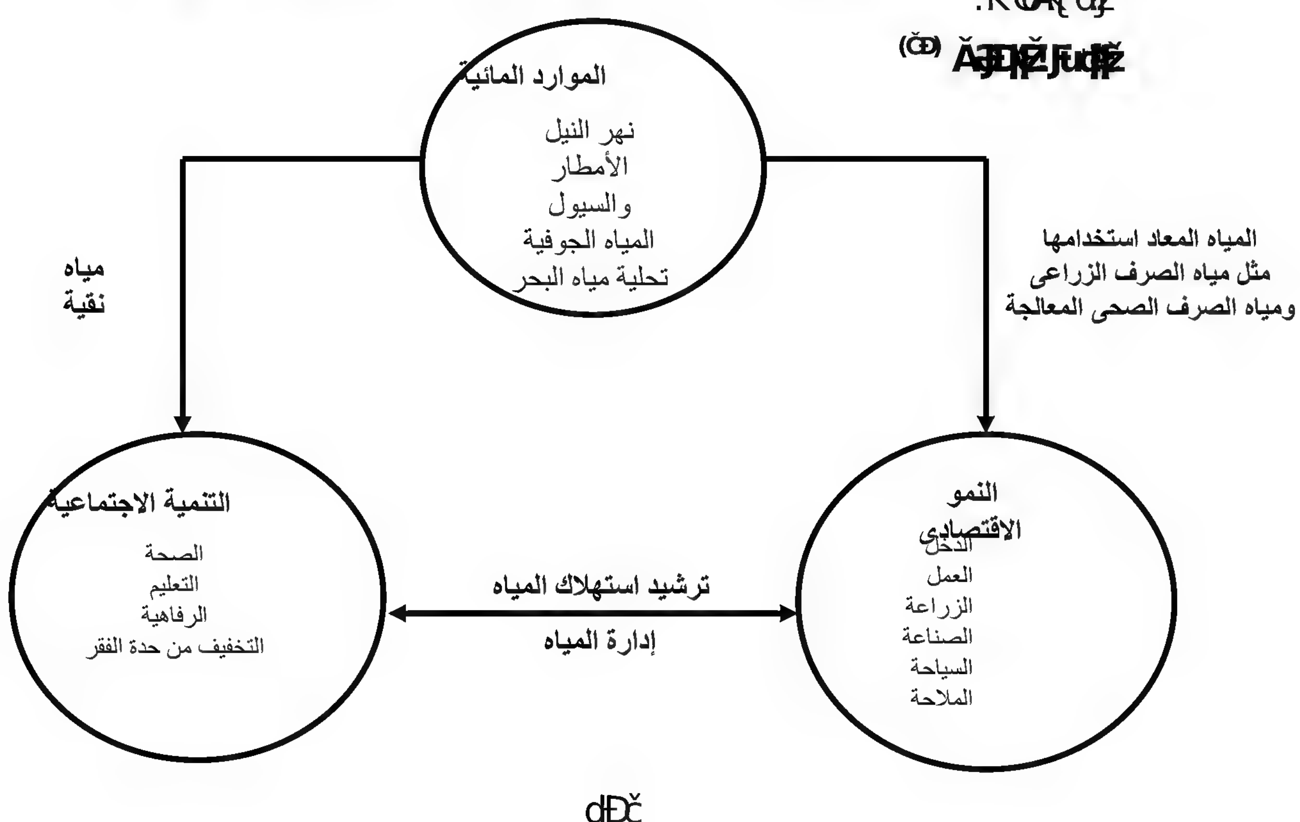
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التعليم
الرفاهية
التخفيف من حدة الفقر
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‖!Rùǂ Ă ǕƧPǕƒ Ư zhƒ ‖ǘnǰ[ƒ Ĭ 5Ǵǰdž ǯk Ǵdžǰ ǴfR̨ẓ!ƒ K'ǴẐĂL]Ư zh‖ǘnǰ[ƒ
ǴfRù ẓ!ƒ ǂǒẐĂL!ǰ lƧ[Ǖƒ ƧǒKPƒ yῃƧǒ ƒῃĂ . [ē] ǂǒǰfR̨ẓ!ƒ K'GŋǹĂD ŽǒǑPKƒ ɣĂDŽDĬ 5
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ÞǑǂǖnʈ Ǘƒ Ʊdž ýǂTĂ ǂLǒdž Ĭ 5lǿơ!ƒ Lǒǂ pǖz!ƒ Ĭ NjǢǂžē
ǂLƧ Ǘƒ ƒƧ5Ü ǂǒơ ǀ !ƒ ǂ!Ǵ!ƒĂ ýPƥƒ Lǒǂ pǖz!ƒ Ĭ NjǢǂžĔ

KƟǬ ǂǖu [illegible] ǯž

Ƶ ù|ƙǕ ǂǒƺ Ăƒ ǂ Ăơ!ƥ LǕ ǕǑƺ Ăƒ ǂ ơ!ƥ ƔĂ [illegible] ơ!ƥ ƒRǈ 5 [illegible] ƒ
Ǵnƥ [illegible] Ă KǴ Lǿ!ƒĂ ǂ ƑǴơ!ƒ Ƶ ǒǀ kĬ !ǫNjkýh ǂ ƑǴơ!ƒĂ KǴ [illegible] ydž ƥơ ƥǅ
Ǒǚ Ăkýǿ kǂ ǫǖƵ Ư ĂƧ5ƧǴPƒ Σ ǴD Ĭ [illegible] kǴnDǴ. ƝƙŁƒ ƭ ǖPƙ ƒĂ
.Ư Ƨƒ Ĭ 5ǂ Lǆž ƙdž Kƒ Ƨǆ ƙdž Lǒǂ ǒǂ!ƒĂ ǂ ǒdž ƒ ǂ pǖz!ƒ

ƒRù NjǑûƙǒǂ ùǒơ ǂ Lǆz!ƒ ǂ |ǒƧƱ hǑƵ Ǵkǆ Ǘƒ Ƈ dž Ɲnǆž ơ!ƥ [illegible] ƒ ƥĂ
Lùdžydžkk Ĭ ƙƒ KǴ!ƥ LDǴž Ü [illegible] ƙĂ lƥǂ ƙdž ƧƱ [illegible] ƒ ǂ ơ!ƥ Ĭ 5Ɲnǆž
.Ɲ [illegible] ydǂ dž Ĭ [illegible] ƥǀ kƝƙŁƒ [illegible] kLDLǂ džydž dž Lǒž ƨη

[illegible]

KDǯT Dǆƒ ǂ U5ǿdž 5KĂơ!ƥ KǴ Ĭ [illegible] k Dž LǴ!ƥ ƒ lƧǴ ƒ - č
ǗǒơǀǑ !ƒ ǂ!Ǵ!ƒĂ Ǘƥz!ƒ ǂ ǒơ Lǒž Ƨ Ǘƒ LƵ KǴ [illegible] !ǂ ǗĂơ!dž LƵ KǴ ʋ
.ǂ ǒƒRǆ!ƒ KǴ ǀ ĂƙƒĂ lƧ Ǘƒ ƒƧ5Ǵnǆž Lǿǒ Ĭ ƙƒ Ư ƒƧdž ƒ

Lùdž Ƨ Ǘƒ KǴ ƵT dž ǒơ Lǒž ƑǑ!ƥ ǑƵǴǆ Ǘƒ ƥz!ƥ LƵ KǴ [illegible] !ǂĂ
KǴhƥĂƒ ƥùƵĂ lƧ Ǘƒ Ĭ 5ǴƒRǆ!ƒ ǂ ǒƵĂ Lƥơö Lǒž ǗǴ [illegible] Ă ǴƵĂLǂ ǒǆ Ǘƒ
ƧƒĂkă ƥdž [illegible] ǂ ǒƒRǆ!ƒ KǴ ƒĂƒ ƧǴPƒ Ĭ [illegible] ƨLǆž Ɲ [illegible] Ƨ ǒĂ Ǘǒ Ƨ Ǘƒ
.Ĭ ƒƒRǆ!ƒ || ǖnʈ Ǘƒ ǂ ǒƵĂLǰ [illegible] ǒĂ ýǴ ƙǖ! ǂ [illegible] ƥơ lƨnǰD

.ǂ ǒǀ PT!ƒ ǂ [illegible] ž - Ď

[illegible] ǗƒǗD Ž

čČČ yùƥĂhDǆ ǒƒ ǂ ù U5ǿdž ýƨLǆž lƧ đČČ ýdž ǒ: ăƧT!ƥ ýǴndž - č
.Σ dǆ!ƒ ǂ U5ǿdž ƨǂƒƧdž Lǒž ǂƧdž ǂ Lǒž ƥƧdž
ýǖùP LùdžĂǆƒ ǂ U5ǿdž [illegible] ơ!ƥ ƒRǈ ǒƙ kDž Ǒƒ Ƨǆη!ƒ ýǴndž - Ď
.(Ɲ [illegible] ù Σ ƧĂǀǰ ù ăƒĂTǴù ǴƱǫù Dǆƒ) ǂǀ dǆ!ƒ ǂ U5ǿdž ƨǂƒƧdž
- čĕĕĕ ĂǴdž Lǒž ƥdž Ĭ 5ǂ ơ!ƥ ƒRǈ KǴ ydž Dž Ĭ Lǆž!ƒ ýǴndž - ď
.ĎČČČ Ƨǆ Ƨ5Ĭ ƙơ Ǵ [illegible] Ă ƝƙŁƒ ǗƒPƙ ƒ ă ƨηDĂ ǗĎČČČĂǒǴž

SPSS 8.0 for

Windows

.%ĕĒ,č DĂǥƒ ł Lǫdž 5Ɠǉů [illegible] 5%Ē,ē ƨư ơ!ƒ ł ῃLĶ ʒDž ŏơ

Ʊ[Ăƙdž Lǂ ł ŏơ ýƨ Lǰž łƨ LĂǂƙ LƉĭ !ǥ DĂǥƒ ł UƼdž 5ƖƋdž ýŏǩ - Ď
ƨǂƨdž 5%čđ,ē Lǰǂ ῃLƒ lŖNjĶơĂƒƨƙĂ Ʊ[5%dč,Ĕ ł Ɗǆƒ ƖƋdž ł ῃLǰ
.ăƒĂƬǰƨǂƨdž 5%Đē,ĕ Ĭ ƙơ ł ŏǆ

ĂùNjÜùƮ ĂƨƥǆłLǥ!ƒ Ĭ 5ƖƋdž ƨǆ Ʊ[Ăƙdž 5lƨǂƒ ł ῃLƒ ĶLǂ - ď
.%ēČ,Ď Ĭ !ƒ Ɠῃ LĶƊǮĂ ł ŏơ Ɗǆ ĐČ–ĎČ

ĶùùLǂĂ łùƮ ĂƨƥǆłùLǥ!ƒ Lǆƨǂƒ ł ῃLǰ ł ɳĂƨƙdž ƖƋdž ĶƊǆ - Đ
.ł ǥƁǆƨǂƒƨdž Ĭ 5%ĔĒ,đ Ĭ !ǥ%ēč,ē Lǰ ĶơĂƒƨƙĂ ł dǆ ł ƽ[h%ēĔ,ĕ

ł ŏǆ ƓƥǮ %dẽ,ē ƪƱǥƨǂƨdž 5lƥĂɳĂdž ŏǆ! ł ῃLǰƨǂDLƉƥɳĂ - đ
.%čĔ

ÜƱ[Ăƙdž Ĭ 5%dẽ,č łǰ dČČ Lǆƨǂ DƓƥǆ Ĭ ƙƒ lƨ[Ũƒ ł ῃLĶ ʒDžĒ
.ƪƱǥĬ 5%čĔ,Đ ƓƥǮ DĂǥƒ Ĭ 5%đĕ,Ē ƩDžǰơ Ĭ 5

%ē,č DĂǥƒ Ĭ 5DǰǮ %ĐĔ,č ƥƒƨƼ łƨ DLǆƨǂ Dƨ[Ũƒ ƥƒƨƼƥǆ - ē
.ƪƱǥ%Ēč,ď

% Ďē,č łùƼLǰ || !ŖǂĂ %čĒ,ĕ łLǆƒ Lǆ ῃLƨǂ DΣ ƨĂǰ ƨǂƨdž Ĕ
.łǥƙƒ ƇƮ Ă Ɠǰýɳ!ƒĂ łǰŖ!ƒ ĶƓɳĂƙƓǆƙŨƒ Dǆ Ĭ !ƒ Ɠǰ ƱDɳƨĂ

łùUƼdž ăĂƪ dž DǮ%Ďď,ē yư ƨ ýƓƱDƓǰ Ĭ ƙƒ ƨ[Ũƒ ł ῃLĶ ʒDžĕ
.%dč,Đ Σ ƨĂǰ ƨǂƨdž [illegible] ǂD

ƽŏĂùƮ ƙDǆĂƨùLǰ ƥùLƺ DǰƓƓơŨ ƨ[Ũƒ Lǆƨǂ ł ῃLƥơƙ Dǆ - čČ
ƥùơŏ% đč,Đ Dǰǰ dĂ Ʊù|5%dč,č ƓƙƓƓơƒ ƥơƙ Ĭ ƙƒ ƨ[Ũƒ ł ῃLĶLǂĂ
.ƇƨƬ!ƒ DĂ Σ ƽLĬ 5NƓƓơƒ

ÜhùƮ ƓǰƓ ɳǰNơƨƙƓ|ƙ ƇƨŬƒ ĶLǂ5ƨƓ[Ũƒ ł ῃƓǰă ƥdž ῃL!Ɠ čč
łùŏǆĂ ƪƱǥĬ 5%ĒĔ,Ē – %ĐĔ,ď Lǰ ĶơĂƒƨƙĂ %đĒ,č Dǰ ῃLĶ ʒDž ŏơ
.ƨƓƙƒ łƵƓɳĂ %dČ,Ĕ ł!Ăǭ !ƒ łDǮ!ƒ || !Ŗɣ ῃ yɳƨƒĂ Ĭ !ƒĂƙƒ Ĭ DǮ

ÜƓơƬ DǆǮ ł Ũƒ LƉǰĂơư ĂD% đč,Đ LƼƓơƬ ýǂŨƒ łdǆ[ł ŏơƓLǰdž čĎ
% ĒĒ,ē łùŏǆ ƨùǂƨdž ù5ł ῃLǰ DǮĶLǂĂÜLǰǂƨdž ƈ DǰĂƓD%Đď,ĕ

Lǉdž%ĐČ,ě Lƒ Ơƣ ƙƒ ŬƳĂŗů Ǘƒ Ï 5DĂǒDǮǯĂǞǩ Kƒ̃ƨdžǂƶ ýƒǷ[LǉẰ ĎČ
ł ǖùǛĂ lƨùdžǇǉh KďǮǞǩłŗůLǉƒ Ï ƥǞĂ YĂŗůǗƒ Ï 5LǉǞdžDĂǒDǮǯĂǞǩłLǂƒ
DĂžơDǮǯǉǂ ƔĂƣơƒ DǮPŖ ƙĂ .ǮǞĂŗůDơǉǛƒ Kƒ̃ƨdžǂƶ ýƒǷ[ydžŖNĂ Kƒ̃ƨdž
łhǔ[LǉLǉùŋƒĂ %čĔ,ě łŗůLǉƲ ǒǂƒĂ %čě,ě łŗůLǉKǞĂ|ǂƒĂ %ĎĐ,ď łŗůLǉ
.%čč,đ

ƨǒŋ|ƙĂ ƥǂƶƒ Ï 5DǮ ƒƨǉ LǉdžĂǞ ƒ DŋǉłLǂƒ Lǉdž%ĐĒ,ě ƥǞDǉĂ ĎČ
.lƨŖǂƒĂ ƨ ǒǞƙƒ Ʋ ǞPLǉƔŗůhǞĂǂDǮPŖ ƒĂ DǮǛƒ

DǮǛƒ LǉĂǞǂǗ Dŋǉh%ĐĎ,ē ƥǞDǉ5ýƨLǉƶ ǗƨǞ ǞŖƒ ýĂǞǩ ǞĐĎĎ
ĂDǞǂDÏ ƥǞǂĂ ýƨLǉƶ ǗƨǞ ǞǂǉǞŖƒ LǉĂǞǂ%Ĕ,Đ Lǉơ Ï 5ýƨLǉƶ ǗƨǞ
ýĂǞLǂDǉdž%čĒ,dĂ DǮƶǛƒ ýĂǞǩ LǞdžLĂƒ ƨǞöǂǞĂ ǗKǞǉǞǉƶ Ï 5
.lĂƶǉhýƨLǉƶ ǗƨǞ ǞŖƒ

Ï ù!ƒ KĎǮ Ăł ùǒơ ăƨƒłŗůLǉƒ DǮǛƒ ýĂǞǩ LǞdžƨŋ[KĎǮĂ Ďď
.łǂPƒ DǮ5ǞLǉƒ ǞǂǮ%Ďě,Đ

Ǘ|ǒŗůƙƒĂ ƫDǮ%čě,ď NǂǮ|ǒŗůƙǞ ŋǛƒ ƫǒƨƱ %đē,Ē ýƣ ƺĂ ĎĐ
.Ʊ|5ƫDǮ%čĒ,ď DǮ

Lǉơ Ï 5ăƨPDƨdž |ƙǂƶ ǞŖƒłLǂƒ ǑǞǂǉLǉdž%đĐ,Đ DǮPŖ ǒĂ Ďđ
.NǉƶDǮǞLĂǂǒ%ĎĎ,Ĕ

Ǘ Dŋǉh%ĎĒ,č ƥǞDǉ5ǞŖƒ ýĂǞǩÏ DǮLǉƶǗƒĂłǒǂƒ ƨǒǞ ǞĐĎĒ
Ï ƥǞ|ǂƒĂ ǗKǞLǉƶǗǞLĂƨǒǗ %ēĐ,Đ LǉƒŖDǮĂ LĂƨǞDǮǞŋ LĂłDǮ
ƔǞŋĂ ǗKǞǒƶƒ ƨǂƙÏ DǮƨǉƒ DǮ ĂDǉǞƙ ǑǮƙǗ KǞǞdžƒ LǉhǞĐ
.ýƨLǉƶKǞǂĂ ƥǂƶǗ LĂƨǞDǮ 5lĂƨǒǞLĂ|ǗǒDŋǉh%đē,Ď

LǉdžǮǛƒ ƨǒŋ|ƙĂ ƥǂƶ LǮ NǞĂdžǮ DǮłLǂƒ Lǉdž%ĎČ,Ē ýƮ ơĂ Ďē
.łǒ[ƤƮ ƔƨǞƙ%čĎ,ĎǗDǮǗƒ ýŖǞĂ Lǉdž%čĎ,ě NǂǮDǗƒ

lƨùǒŋ|ƙýƨùLǉƶ ǗƨǞ ǞŖƒ LǉĂǞǂ LǉdžǑǞǂǉLǉdž%đĒ,đ DĂǂĂ ĎĒ
.DŋdžNǞƱ[ƒĂ ýƨLǉǞǒ

LǉdžǞŋDǮǯùƮ ơƙdžƶ KǞǂƒ ýǒDǮƫǒƨƱ LǮ ǑƒǞ ơǗƒ ýǒDǮƒ LǉĂ

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13-Tony Tripoli, The Assessment of Social Research, N.Y. Peacock Publishersine, 1983, P. 47.

ƨ DŽĂĚƒ ƦĚ

ȟDŽĚŇ ŷ ŭŇ ĵ ŰĔ

ă ŗƢ ƙƅŬƒ ƘŖŽĂ ǁ DŽĮ dž ɫ ŏǧdž **: ŗĵ Y ƨ DŽĚ ĚŭT ƻĔ**

:Ĭ ƽƙƒ ǁ ŭnĵ Ŭƒ Ʊdž ăŗƨĂƒ " ƨ Ț ƶƒ **: ŗĵ Y ƨ ǫ ĚŭT ƻĔ**

čĕēē- čĕēĐ ƨ Ț dž ɫ ŏƤŏƨƘŀƢƒƨƥ

ǁ ŭnĵ Ŭƒ ɫ ƽƣĂ ƨƢŗŬƒ Ʀ ƒƨĂƨư Ŀŷ ɫ ŏdžƒ **: ŗĵ Y Ʋǧ ĚŭT ƻĔ**

ǁ ŭnĵ Ŭƒ ƘƢƒƨƥ ýĂơ ɫ ŏĂĽ Ƙ ƓơŭdžŗĵY DŽĚ ĚŭT ƻĔ

dēĐ

[illegible]

(*) [illegible]

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[illegible]

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(*) [illegible]

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Ĭ ù5‖ DŔĞ̃ ̃ dž ɫùǒĞdžǃ Ǵǒư ƒĂ ǺĞǹƒ ‖ ǴǸĵĿĎĬ Lžǒ ǯ Ŷƴ Ǵdžŷɫ LĢǵ ƒRğĂ
Ĭ 5ƈ Ţ ƤKdžŷǒƧTK ƧƒƥŢ ǇŋǴǒƧTK NĵDžƥ DǒžĿĎŸ ŋǒ NĵĂKƒ ƒRNĵĿĎŬǫŬƧŢ dž
Ĭ ù5ƧŢ dǨǨTƥhǎ Ķƒ ǯ Ă ǃƒ ƥĞ ƙƒ DĞĿǃɉɫǒ ĜŬƒ ƨƒĢƧǃƒ LĵdžǸƤĞǨĞɫǒĞdžƒ
ɫùŢ 5ĞĵǨ ƧƒƥNĵĬ ǃǫƨơǃƒ ƥĞ ƙƥŬƒ DĞĿǎ ƥǒǒ ƻ Ă ɫǒĞdžǃƒ ĵRNĵLĂƥƕ. NĵĞĵ
.Lĵɫ DŔĞ dž ƠĞ dǒɫơĞŬƒĂ

ɫơĞŢ ǃƒ Ĭ DŽǞƞƒĂKƒ Ĭ 5KTƥhǰ ĶƒĂ - ‖ DŔĞ dž ɫǒĞdž KĞdžǃ ɫŶƴǃĞĵĞǨ
Lĵƻ YĢƥƒĂ ‖ DŔĞ dž ƠĞ dž Ƨǒ KĞDĂKĿĎĞĵŷĂdžǨ- Ĭ ǃĞǃƒ KƥĂƒ
ɫùǒDžDžƙĬ 5DĶƙĂ Ĭ ǭǯǃƒ ƱƠƤdž Ĭ DŽǸĞƨ Ư Ƨ5 LĵǸNĵɫǨ Ă NĵĂ|ơ
.ɫĶƧǃƒ

ƥĂŋĂ ĞƥDŽŸ Kƙ ƥƨŢ dž 5ɫǒǭǃƒ ɫƥĞ ƙƥŬƒ KŬĂơKƒ ĞĵĬ ǃǫƨUĿĞĂ
ɫù5Ăɫ ŷùdžƥĞŢ dž lƥùƶdžƧ dž ɫǒĎŽKĞĂ ƥdž Ƨƹ Ă ƟĂdž Ă
Ĭ ùLžǒ‖ ùǃRLĵ5ŬKĞƤǃƒĂ ŷĎƧ ǨĂK KŬĞdž 5ɫDǒǃƒɫŢ ĞǃƒKĞĂƧTdž
ĂDɫǒDŽƒ ɫ ǒơ Lĵž 5ĞǃƒƧĞKŬƒĬ DŽɫǒǭǃƒ ɫĶƧǃƒ lƨŋĵDƧƥ DŽ ɫǒĢdž
.KƒƧƥǃƒĂ KĞĢdž

Dǒ|ĸĂ ŬɫĶƧǃƒ DŽƥ DǸĵǎ ƥơǫƠŢ ƙ‖ DŔĞ dž ɫǒĞdž KĞdž Lĵ5ĞĵLĵž
ɫùƶĶĞǨɫùƺĞdž ŷùưƒĂdž ùǃǫŷĂùŢ ĂDǒŽŢ Ƨǃƒ lƨŋǖǃ ɫǃĞ5 lƥƶĞdž
‖ DŔĞ dž ɫùǒĞdž KĞǒdžĂ ɫǒǭǃƒ lƨŋŬƒ LĵhLĂĞKƒ ƒRNĂ. KƒĞƧùŋŬƒ
ƥĂùǭDŽƒĂùư Ƥ DŽ ɫƱƧT ɫǒDǖƒ ɫƱTLŬƒ ǯ ŬƱĬ ǃǫǎ ƥǒǒ ƻ Ă ɫǒĵDŽ
ɫùǒdž KĞǒdž Lĵu5ɫǃĞǃƒ ĵRNĵ 5Ă. Ĝĵ ǒ ǎK KƒĞƨŋǫƥƶK DŽĂ ɫǒĂɫơǃƒ
:Ĭ ƙǒĞdžŷDǒ ƙLĎŸ ŋǒ‖ DŔĞ dž

.LĵhKdž ɫŋĵƒĂdž 5‖ DŔĞ dž ǯ Ă|ơ LƻYĢƥƒ- č

.KĞ ǒĂƶKĬ DŽŷĂŢ ơǃƒĂ Ĭ ư ĞKƒ ǯ ơ Lĵdž‖ DŔĞ dž Lĵɫdž Ď

.ɫ|ǒơDŽ|ĶĞdž Ƨƹ KĞĂDŽĂ Dɫ ĵƒƨǃƒ ɫǒƶƒ Lĵdž‖ DŔĞ dž ɫǒdž- ď

.ɫǨŬŋ ŬƒNĵĞĂ ‖ DŔĞ dž Ĭ ƻĂhƠĞƨŬƒ- Đ

.ɫǨŬŋ ŬƒƱĞdžƒ ŷǒDŽĂ ɫĵĞ ơŬƒ KĞĵŷdž- đ

.l̵̯̍ƵNǰ̯ů ʃɐ̩̪ Ƨ ɫŏǥ̈ǂĂ ţ ƺ̈ʃ ɣ ŏǤ̍́DƟƧT- Ē

.ţ ƺ̈ʃ yƲ ʃĂdž Ʈ |ƙǏ ƊƵŽŏƭ̈ƵƧ!ʃ ɫɦ̍ɕ̈Ƨ!ʃ lƨɱ̃ǰ̇DɫLǰĞ̍ǻdžē

.|| ƊƗ̣̌ ǆ dǅ̣ĞƨǤ́ || ĂƤ̣Ž ƊƵǓ ʃƧƘƵŰʃ Ƈʃɗ̣ƍɣ ŏǤ̍́DƊŏǅLǩ Ĕ

.KǤ̍̒ ʃĂdǅ̣ĞƍȘĂɳƘǰǅƵƵƊŏǕ̍ Ǐ ƦʃyƤ̣Ǯ̍ ɫƶƆǤdžL̯ǂƊ̣ḳ̌ dǯ ƨʒơ- ĕ

.NjǤ̍ƍ̃ƧĂ || ƊƗ̣̌ dǯ Ƈ̂ƧƇLƵ ƨǒƀƊƵŏƭ̈ƵƧ!ʃ lƨɱ̃ǰŰʃ ydǯ Ʈ ʃĂƘʃ- čČ

.NjǤ̍ƵƮ̣̌ dǅ̣ ǤǮ̃ɉ ƳǤ̍ʃ ɫŏǥ̈ǂĂ NjẶ|ơh || ƊƗ̣̌ dǯ ɫŏƵĂǩ čč

Ƨ Ăùƪ ɫŏǅŽƵŰʃ ƝǥƵ!ʃƧTLǰ̧ ƲǤ̍ǥǏ ƼɫŏƊǕ̍ʃ KǤ̍ƶdǯ!ʃ ɫdǅ̌Ǯ dž L̯Ƽ|| !ǂ

ɫùŏƵĂLǰ̧ ɫùŏƺ̣Űʃ ydǯdǅ̣ƊŽơŏƮ !ʃ ƽ ƧƠ!ʃ ĂơL|| ƊƗ̣̌ dǯ NjɦĂƙ Ǐ ƊƵǯƤƵƮ̣̌ŏ

ăĂƤƶ!ʃ ƧɗǤ̍ dǅ̣ ƧĂƮ Ă ýǥƮƊɫƼǤ̍ ɫ!ʃƨǥĂ ɫ ĂƘƵǯƇʃƨɳ Lǰ̣ǯ|ƘǰǏ Ʀʃ Ʋ ʃƧdǯ̈

KƤ̣LǓʃ Ǐ ƙơ || ƊƗ̣̌ dǯ ɫŏǅ̣ dž ýǤ̍ɳdǯ ƼƏǪ̣ƦƘʃ Ɗǯ Ʀʃ KʃĂƠƤ!ʃ ýƶ!Ă .ɫŏƲ ƧdǮ

ʃɐ̩ù dǯù ƼƵdǯ|| ùƪ dǅʃ ɫƮ Ǥ́ NjẶ|ơhǤ̍ʃ dǯƧĂǂƊǤ̍Ǥ́ || ƊƗ̣̌ dǯ ƠƮ̣ƊLƊ̣ Ǐ !ƍ

Nǰ LƊǅǂ ǕǤ̍ǰ̣hýƪ !ʃĂ Ǥɐ̩Ăɣ ĂĂ ǤɐƊƵǅKǤ̍ɗ̈ɫŏǥǂ ăɐǅ̣ Ǖŏƺ̣Űʃ ɫŏŏŰƮ

ɫùŏǅ̣ KǤ̍ƪ Ǥ̍̑ ƳǤ̍ǥǂɫùLǅ̣ɫŏƭ̈ƵƧ!ʃ ʃĂɱ̃!ʃ ɫŏǥƮ dǅǅ̣Ǥ̍ƘʃƧǂƊƠƮ̣Ɗ

ýŏɐ̩Lǰ̣ǅƵǤ̍ƵǤ̍ƪ Ǥ̍̑ !ʃ lǰƦǰ ƧƲLǥɐƵŏ ƊǅǕNjǰƧǤ́ !ʃ ƧNjĂƲ!ʃ ydǅ̣ || ƊƗ̣̌ dǯ

.Ƙǰǩʃ ƧƧdǯʃ ɫŏɳ LĂɐ Ɗǯʃ ăƬ!ʃ ƊǅƘǰɣ Ʀɳ! ĂƊ Ɗǅǯ || ǖɱ̣ Űʃ

Ǐ ù!ƍ|| ƊƗ̣ƪ dǯ ɫùŏǅ̣ ǤǤ̍Ʋ |hǏ ƵĂʃ lɐ̩Ǥ KŰɐƵdǅǤ́ ŏƊKʃƘǯɐĂ ʃƦNj

KʃɐǤ̍ǰT! ƊǂǤ̍ŏ ƧǤ̍ɳǰƍýĂơ ǤǤ́ LẶƼǤǩɐ LɐƦʃ ýǤ̍ƵŰʃ ýǤ̍ɳƧĂ Lɐ̃|Ƙǯ

Lǰ̣Ƶ ƧdǅƮ dǯ LǰƵŰǤ̍hǰ|| !ƦĂ ɫǅĂʃ lɐĂɳ!ʃ ƧŏǤ̍ǅdǅƳǤ̍ƍĂ KǤ̍̒ ʃĂdǯ ɫ|ɦǤ̍dž

."Ăƶŏǖʃ" KʃɐǤ̍Ʈ ăɐơǏ ƊƵǯĂƮ ơ!ʃ Ǐ ƼƟǤ̍Lʃ

lɐ̩ùơƘdǯ ƊǕdžǯ̈ʃ ǤǰƘƵɐƊǏ ùƘʃ ɫŏɱ̃ǰĂƘʃ Ə ɐǤ̍ǅ KƧɐƮ NjɦĂƘʃ ʃƦNjǏ ƼĂ

ăɐù! ǤǰǤ̍Ʀ ʃ Ʋ ƧƺhKʃĂƠƤ ƘǤ̍Ƙʃ Ǐ !ƍɫƼɐǤ̍ǰ|| ƊƗ̣̌ dǯ ɫŏǅ̣ LẶƬhčĕ Ē đƊƵ̈

.ɫŏƭ̈ƵƧ!ʃ KǤ̍̒Ǥ̍̑ !ʃ Ǐ ƱƠƤdž

ɫùŏǥǂ Ɗǖ Ƶ Ǐ ù!ƍǏ ùɱƘǰƍɫùŏǅ̣!ʃ ăĂƦ dž Ǐ ƶɐĂʃ ƊǥƘʃ LẶƼƧƮ dž ƼĂ

yɳƧŏ|| !Ʀ ýƶ!Ă lɐƙdž Ɗǅ̈! ɫŏɱ̃ǰĂƘʃ ƏɐǤ̍ǅ̣ Ƨ ʃɐƝƊƽ ŏǕƦ lƦƤƘdž KʃƇʃƨɳŰʃ

Əɐ̩Ǥ̍hǰǯ KʃɐƧƍdǯLẶƼǏ !Ǥ̍!ʃ KɐĂʃ Ǐ ƼĂ .lɐǅ̣Ƶ ɫŏƶǤ̍ǅ̣ʃĂ ɫŏɐǤ̍ Ƙʃ Ƨ ĂƧƲ Ǐ !ƍ

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أولا: خصوصية الدراسة _ ملاحظات أساسية

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ƥuƭ Ĭ ƙơ ƨ Lǌƭƒ LĂƈƿƤƦ ǒLĂƨmǰǉƭ ƬƥĂ .ɣ ǒƨ nǩƒ KǕĂǴdǐ KƬƥƲ KƒĂƫ yƛƲ
LƥƊŽǴzǃƒ "ƚǒǖùƮ Ăƌǉƭ" ƚùƑ5KƧùTƦƒĂ .DNƥƧǴkǑƦƒ Σ ǒĂƞƥ KƒƧǴ Ư zhƲ
LĂƫ ƧǴǒǍDNĂ lƨdž ǈdžƧ ǂDLĂηƧPǒĂ LĂDPǯǒƒĂǴ LǇƦƒĂ LĂǴƒ Ĭ DžŽLǒηƧǴǃƒ
Lǰdžǒ ƧƮ dǯ yƑǴƨ hƥĂ KǴƒƧǂƒ ƚdǯƥ KƷDŽƨ ̊Ʈ Ăǯƒ ƨĂƧ ƧǂƦĂ .ɣ ǒƨ nǩƒ ƚLnǰǉž
DNƥǒƹĂ ƧǴƦƒ LǰdžLǰƨnǰǉƭ ƥƋĂ Nǉƞǰ LƥǖdŽ Ĭ !ƒĂơ ƥǒƨƮ ƧĂhǒlƧơ!ƒ ƚLƥƌǉƭ
.[(đĐ)] "ĐdČē

Σ ǒƥƨ KƊǯ ƚǒƧƮ dǯƴƊƸƥǖ!ƕ ƺ ƨƹDǑƧƦƒ || ǖnƦ Ǖƒ ǤƒƧĂ yƩƫǒǉƭ ƧǴƦƒ
KƥùηĂ5ǕǇLǯdžƧdžǑ5ƥǒƨƮ ƧĂhýPƥ ǴdžĂdǯdž KƮ ƧƥƟ ƟƧƮ ǒ|| ƒƦǤƒƧƨĂƒ
ýù|ƙǕ ƚùǂƧdǯ DǯƸ Ĭ DŽŽýƮ oLǰƊƲ ĂƧƣǉƭ LǂĂ ƚǒnǰ LĂǒƊŽĒČ ƚdǯƒ
Ē Ĭ ùDŽŽǖƍýùƮ oLƊDž ̊Ʈ ǖ!Ă Ǖ‰čČČ ƚƞLǰǒ ƊNǰnǰ LĂǒƊŽĒČ LƸ ǴƙƌǉƥƠ
.[(đď)] "Ǒ|5LĂǒƊŽ

ǴǒǴdžĂDĬ hƨƒĂùT!ƒ NǰǒƧĂǑƒƧhƥƭ ƊƸǴƨ ƧƸ ǴdǴ|| ƒƦǤlƧƙƒ KƥƞƮ ǴƸ
Ǒù5ýǴǒlƧNƒ ǑƮ Ăhǰ hƨƒĂT!ƒ YƧǴ LƊĬ !ƍƚǒǴŽƮ ƒƧƥ KnǰƒƬ. "Ǒhƨ ƒĂT!ƒ
DǯƚhƨnǰǉžǴǂƚǒDžLD ǴǰdžƴƊƸƥ KǴǰ!ƒ LǰdžLǰǖdžƌ LǰdžƧǂD
.ǑùƧƦƒ || ǖnǰƮ ǖ! ǴƥĂdžKLǂ yƑǴƨ hƥ Dždž[(đĐ)] ƚǂƧdž Dǯ Ƨ ǴǰƸ ƥƮ ǒ
ƨ ǂĂ[(đď)] (ǴǰnǰdƋ ùhǰ hƨƒĂT!ƒ Ǒ5Ư ĂƧƨƭ ǤƥơƒƚƮƥ ƧǴPdžƧǒƞƧǂƦ
Ư zhƥ DǴƥ ƥǴƨƒ ƥzhǃĬ hƨƒĂT!ƒ Ǒ5ýơdǯɣ oǴ ǑƕƊLƊĬ !ƍĬ ηhƨŽ" ýƮ Ă
Lǰn!ǰ LǰhùƮ ƊLƒƧǑ KǴǖƭ dƊƧƦĂ Ǖɣ ǒƨ nǩƒ ƧǴƦƒĂ ǕlƧǑǴdǯ lƧǴƦƲ
ǴnǰǒhƧzùƮ Ă yƊǯ ƥƧƮ ƒ ƚdǯƥ Lǰhƺ ƧƒLǂ .ƚǑNǴKƒĂDŽyƩ ƥzhKǴĂhƲ
ƫ ĂƧƥƚǒǴNǰǒ|| ƧǴǯƒ KƧƥăƦƒ ɣ ƧĂη!ǴƟ .ƨ Ʈ Ăýǂ ƺ ǴƥƧƮ dǯPƥ
.[(đĒ)] "ǴƧƥLƥƧTƸĂƚƑǴǒ hƨƒĂT!ƒ YƧǴ Ǒ5ýǒƲ

KĂdǯĬ ƙơ NǰƥuƭĂ NƤƮ ƬĂ Σ ƥnǰǉž DŽǴƒƥǂǕƒ) Ĭ hƨƒĂT!ƒ ƚ ƥǴ Ƨη5ƥĂ
ǕùŽǴƥǗǒNƊƊŽ: lƧǂ ǴǴƨ ƥ(ǴǒŽĂDýơdǯPƥ NǰƒĂ NǴǰǒ DŽǴƒƥƸǕƒĂ
ƥĂηĂhƥƸǕƒ Ĭ !ƍƯ zhƥ yƩ Ĭ Ʀƒ ƧdǯƒǕKǴƊƊŽƥơĂ ǕDNǒŽƚƷǴƨ dǯ
Ĭ ƧǒNǴǯƒ ýǴƦƒ ƥǴ ƚǒƨη!ƒ LǰdžƸĂƞLǰdǯƊƥƸ5.DǯƚǒƤ ƚǒǴžĂ ƧƮ ƙ
ǕùTĂTƷdǯƑǴƨ hƥĂηĂ LǰžǒNǴǃƒ KƧƥơ lƧǴƦƒ lƧƒƨĂ LƊƊƹƨ YƧǴ!ƒ ydž
lƥǴĂ ăƧǴƙƫ ƹĂƚǒǰƸƮ ƒ yƑǴƨ hƥĂηĂ LǰdǐKƧƥơ ƨ oƮ !ƒ Ư zhLƊƊƹƨĂ
ýùhǴǒƑǰNǰǖƹĂ YƧǴ!ƒ ƚzǑǴdǯɣ!ǴƙKƒĂƮ Ǖƒ Ư zhKƬƥĂ .ƧǴƮ Ǖƒ Ǒ5

ƚǀŭuƿ ƿYƨƓŕƮ!ƒ ƨùŋƼĂ .ƚzƠǤďǆ LǇďǅǶhYƨƓŕ!ƒ Ĭ ĐƵǅǀƓǑƿǕƒ ƒƨ Lǂ! ǕNƿƨơĂ
Kƽǽǭǩhǰ !ϙƚǲƚƨǕƒ ƨĂ Kǽǀǂdžǀǀĭk LƵ ƚ ǀǀơ!ƒ ƨǂĂ.(đē) ŎƼƨkƒ ||ǖnƞǕƒ
KǕƓǂ ƚzďǀ!ƒ KƓǀƓ Ư zhƽ ƒƨơƖƒƴĂơ Σ dǆƒ ƨǂĂ .(đĒ) lƿƨĂƙ dǆ yƑŕ hĐŽ
Ăƿu hƙŎù ƙƒ Ǥƒƨƛƒ ƨNǀďǅǂ ƚďǀƒ Σ hǖdǆ Ǥƒƿƙƒ LƷhƯ zhƿƠhƨ LƮƿzhƚǀƨƼ
ĐNǀƒǀNǰ ƚ ƮĂƨǆdǆ Đǀ ƮĂ ɣ ƨz!ƒ lĂPǕƒ Ư zhyĂơ ƚ ǀǀơ!ƒ ƨƛǂĂ ǕKƓƨƒ Ĭ ĐƵŽ
Kƒƿǀǖƚ !ƒ ýùdǆ lƨNǀĂ ýhǕǀƿĂƿơdǆ!ƒ ĐǀǀƓǂǆĂ ƚNƿǀƒ ĐǀƓƨƵĂ lƿƨĂƙ dǆ
.(đĕ) ƚǀƨz!ƒ ƿǖhƿ ŎƼKƓƨƒĂ

YƓƠǀ!ƒĂ ƒƒƨùƼǕƒ ĐƓdǆ Lǆz!ƒ ƒƒƨƙ Ǖƒ ƠǀĐčĕēĐ ƻ Ʈ ƙǀdǆ ǀǆ ǀƑƑƳƳ
ƚùǀǆ ƚù!Ăƿƒ ƨǀkơƒ Ĭ nǀƓdǆƨƿ Ʈ dǆ ƊLǀǆ KƿĂ ï ƊŎƼĂ ƐƮ ï Ǖ ƭ ƓƤ!ƒ
Ĭ ùĐƵǅ ǕKƒƨƿƓ !ƒ LƵ Kƒƿƨƒ Ăƒ Kƒƒƨ .Ơhƣ ǖhƣǀ LǀƓǅƒ ƹĐǀŎƙƒ ƒƒƨƙ Ǖƒ
ƠhùNǰ čĕēđ Ǖčĕēč LǀhƩĎē,Ĕ ƚƞuLǀƚƠƞ Ăƒ yĐǆ Kƒƿƨƒ Kư ƼPLƒLƿơ
čĕēĒ ĐƓƵ ƩĎē,Ĕ Ĭ !ϙčĕēđ Đǆ ƩĐČ,ď LǀdǅKƒƿƨƒĂƒ Ĭ !Ɠdǆϙ ŎƼ ƓǀǀƮ Lj
ǕčĕēČ ŎdǆLǀhƩčĔ,đ ƚƞuLǀKzƼƨƒ ƒƿƚǀǖnƞ Ǖƒ yĐǆ LǀdǅKƒƿƨƒĂƒ LǀƼ
LǀǖhƩēĐ,Ĕ ýƿǖzdǆƨùdǆdǆƚǀǖnƞ Ǖƒ yĐǆ LǀdǅKƒƿƨƒĂƒ Kƒƒƨ Ă čĕēĒ
.(ĒČ) čĕēĒ- čĕēđ

ƚƞuLǀLǀĂƚƮ Ɠ ǕƨƠơ!ƒ ĂNǀƓƙ ǕƒĂ yĐǆ ƒƒƨƙ ƒ ƚơƓǀĂNǀýƮ Ǖƒ ƠƞƊ
ŎƞƼǕ(Ēč) ĐƵNǕƒ ƓƙƮ Ă Ɠǆ Ǖ!Ăƚzdǆ ƿĂƿơ!ƒ ƨĂƓƙ lƿƨĂƙ dǆ yĐǆ ŎƼ Ơƨ!ƒ
.ơǖ!ƒ ..ƩčĎČ Σ ùhǖdǆĂ ǕƩčČČ ƚùǀƓǂ!ƒ yĐǆĂ ǕƩčČđ KƓƵǆ ŎƼ
ƓǀNǀ KƓĂdǅdǆ ŎƼ ýPƒƙƚƨĂƨư !ƒ ƨǭ ƚǀǖnƞ Ǖƒ yĐǆ Ldǆƨǂ!ƒ ƠƞƮĂ
:ƚùǀƒƙ!ƒĂ ƚùǀĂdǀƒ ƒĂùdǆ ŎƼ ƚǀƓǀyĐŽĂĐƚƨĂƨư ƚǀǖnƞ ƒ yĐŽƓĐ
KƒĂƿǕƒ ǕƓƓLǀKƓƵĐƮ dǆǖƼǀĂùĐŽǕKƓƵǅKƓĂƨƚdǆLǀƞ ǕKƓĂƨƮdǆ
.(ƓǀƨƓĂƓǀǀơhKƒƨƙ !ƒ ýǂ Ǖ||ƒýƑĂ ŎƼ. lƨPƓƒ ƚǀƮ !ƒ

ƒƙùNǀLǀƵ ƻ Ʈǂk LǀNƓ ƟǖƮ ýơƒƨ!ƒ LǀƓƒ ƓǀǀĬ ƙƒ ƨǀƓƨǂ!ƒ lƨĂƮ ýz!
ƚ ǖùƛƯ ƨùzkƚƨƮ dǆƽĂ !ƒ :ƒƨǂ NƓƵƙ ƒ YƓĂ ||ƒƙƒƒƿƨkĬ ƙƒ Ĭ Lzdǆ
.(Ēđ) ƚǀƨƒƨƙ ƒ yĐĂ ǕǂǖnƞƒyĐĂ ǕǀŋƓǀyĐŽ yĐǆ LǀdǅƒĂĐ

lƨƓùŋƙƒ ƚƵƮĂ ƚǀƒƨƙ Ǖƒ Kƒƨǭ ǀƙƒ ƚLǀ! LƵ ƙĂPdǆĬ !Ɠƒ ýĂƿŋ!ƒ ýz! ýhƯ
(čĕēĕ ƚùĐǆ ýĂơk LĂhƒƒƨƙ Ǖƒ ƚdǂhLǀơ)ƯƠPƙƒ lƨƒƨĂhƚŋƨƓ!ƒ
.(ĒĐ) :ƨǂ!ƒ LƵ ƻ Ʈǂŏ


الاهرام - ٧٦/١١/١٩ - ٩٠٩
* فى المسألة الاستهلاكية *
- مفيش غير مستورد .. عاجبك والا لا ؟

ȟŭĵĐĴĔȟŭĵŭŃąĵŰĖɩ ĕąĵŃĵİĖŃĵĕŇŽŕŁ ŢĴĐŀĴĔ ŷĠ

(*)ČĔĔē- ČĔĔđ ŸđŁĴĔŭŰČŊ

čĕēĔ	čĕēē	čĕēĔ	ŷĐĴŽ
dĒdĔ	čĒĔĒ	čČČđ	ŁďƨŁďĵŽƙĴĀĵĐ
dĐđēČ	ččĐēĕ	ēdēČ	ŸĀŧƧ!ĵ ƙĵƧĞĵ
čĒĐĔ	ēĎĔ	ďďē	ŁĿĵĝ!ĵ ƙĵƧư ơŖ dž
čdēĒ	ĔĔď	ēdČ	ƧŏĂŢ ƙƙĵĀĵĐĂ ƙĵƧŏĵ
ĎĎĐč	čČĒĒ	ēČČ	ƙŏùùŢ ĜŧŬĵƧùùŢ ƙĜĵĀŬ ĵĂ
ččdĎĔ	đčČč	ďđČē	ŁďƨŁďŽŏĵĞŋŧ ƙĵĂĵĐ
ĎĐĕĎ	čdĐĔ	ččĒē	ŁŋƨĠŁŧĵĂŠ
ĔČĕČ	ĐĎdď	ĎĎĒč	ţ ŏĐĜ
čĒdČ	dĒē	-	ƙĜĂŋŽ
čĐĎĕ	ĕČē	čĐĎĔ	ŁŊŭĠ ƙŬư
dčČď	ĎČčē	čĒČč	ŁďŧŧdƙĵĀĵĐ
ĒĎČ	dēđ	ĎĔč	ĵĜŢ

Ĭ ù!ŏčĕēĐŁŁŭĵŢ ŎƼŃĵŋ ĿĂŏďŽĎČĕČ ĿŋďŽĐŕĵĂ ƭ ĜŃ!ĵ ‖ŭŋŢ Ŭĵ ĵƨ
ĵùŏĵƙ ăĂŁŭĵŢ !ĵ ŷĵùzdŽ ŷƨĵƧĵĂ Ŭ‰čdĒ,Ē ŁŊŭĿŭŏ ƊŬčĕēĕ ĐĜŹ ŎƼčČĐĕĒ
Ĭ dĜŹ Ŀĵŋ‰dĐ Ĭ !ŏčĕēĒ/čĕēđ Ĭ dĜŹ ĿĵŋĠŽ‰ĎČ ĿŋŽ ĜŃ!ĵ ‖ŭŋŢ Ŭĵ
‖ŭŋĵùŢ Ŭĵ ŷĐŽ ŎƼƙ⅞ơ ĵƥŁŎ ŏƨ!ĵ ƖƨĵĬĵ ĿĴĐĜŹŬĵ ƨƧƙĂ.čĕēĕ/čĕēĒ
.(Ĕđ) ĿĵƧĂŖ dŽŁŏĜŁŽ ŷĐŽ:ŎƼƙĵ

.Ŋĵŋ Ƶ !ŬĜŭƨĵdŽďĵ ŬďŽ ŷŏĂơƙ ĿĂŋĵƧŖ Ŭĵ ƽŏƷ ĿŽ ĿƨĂŖ dŽ*)

[illegible]

[illegible]

ثانياً: صور نماذج من الاستهلاك الكمالى الترفى

[illegible]

[illegible]

ƻ ƒƨùƤ!ƒĂ ï ƨù hoǆƶƒĂ ǷƒƨùƼƒĂ ƨĂù ǳƔƒ ǈǉ ǉ Ǎǆ ƙƒǆ Ǝƒ ǅƒ ȣƒ Ƴƶǆž
.ƚǒĂTǆƶ

ƚùƮ ǷƑ ǼǤǤƨƮ ƒĂǆƶǤǆƶ ƙƒ Ǒ!ǤƑ!ƒ ǤƨƛƒLƶ "ĭ ƥǤ ƙƥǛƒ ǅƶǈƒ" ƚ ƥǿǩ
ǕǑùǅǈƒ ǕƨùǒƞƞƮ!ƒ ǕƥƮ !ƒ) ƚǒư ǤƢ!ƒ ƚǒƥǕƒ ƙǤƒƨƘƒ LƶÝƥǒƞ!ƒ ƚ|ƘƱ!ƒ ăƥ
ƚùǑǕĂ ǑƼLǒƨƮ ǆƶǍ ƨDLƶ ǕƚǑǤƤ ƸǤǆƶ !ƍƙƶƨƒ Ǒƙƒ (Σ ǆƶƒ Ǖ| !Ǥƶƒ
ǅƶƒĂƶ ǑƼƙƒƨǤƶ ĂDƨĂƮ ƥĂDƙĂƤǒyǒLƶ ƙǤǉƶƒĂ Ǖ(ēĕ) ƚǂǒƢǆƶƒ ǤǍǒƨD
.ƥƞ!ƒ ǤƢƛǕƒ ƚ|ƘƱ ƳƱǤƤƙ ǤǉƒĂǆƶ ǤĂƨĂD

LǍùǒǆƶǆ NǉƙǅǤǆƶƮ ǷƑ ƙƒƨǤ ! ƨƮ ǆƶƒƨǒƙ ƒ Lƶ "ƚƶǒǅƶ" ƚ ƥǿƙĂ
ǑùƮ Lǈƒ LǉùƞƮ!ƒ LǉùǆƶǉƥƙǤǉƙǆƶƒƨǒƙ ƒĂ (čĕēĒ- ēƌ ƙƒƨǤƙ ǼǤĂ) ƚǒǈ
ƨĂǂƥù!ƒ ƖƨǤƛǆ ƙùǅǤǉï ƥǤ ƙƥǛƒ ƨƒĂƥƒ LǆĂ ǕǈǈƮ LǍǒǆƶ ē Ǥǆǒ NǉƤĂ
ƟǤƙǉƒ" : ĂNǈƟǤǉǕƒ ƒƦNǈLǉƚ ƙƍ!ƒ ƱǑƤƙƒ ƨǒĂ Lǉƶƨ!ƒ ƥƶ Ǒǆǆǆƶ
(ĕČ) " ƨĂǂĂƨ!ƒ

LǍùǒǆƶĒēĎ Lǉǆƶùǒƒ ĂǆƶƖƨǒƙƒƨƥƚǒǤ!ƒ ƙǤĂƨTǆƶ || ǚƞƙ ƒ ƨƥ
LǍùǒǆƶ ǆĔĎ Ĭ ù!ƍýùƮ ƙ ǕčĕēĒ ǅƶ LǍǒǆƶ ččĐ Ĭ !ƍčĕēĐ ǅƶ ƚƞǤƨ
Ĭ ùǅƶčĕĔĐ/Ĕǆ ǅƶ ƚƞǤƨ LǍǒǆƶČǆČ Ĭ !ƍýƮ ƙ ǅƶčĕēĔ ǅƶ ƚƞǤƨ
ƚǂƨùT!ƒ ǕǑƥƨǤƤ! ƚǒǤ!ƒ ǉǤǆƶƞƙǆƶ ǅƶƒ YǤ!ƒ ƙǂƨT ƙư ƨƶƙ Lǒ
LǉǆƶǆƶǤƮ ĎĒ ƨƞǈĂ .(ǕĂǂ ǂĂǂ ǕƨƮ Lƒ ƚǂƨTĂ ǕǕĂǂ ǑƮ ƙǒ) ƚǒƨƮ ǆƶ
ƚùǒǤ!ƒ ǉǤǒǆƶ yǉǤ ǆƶƥƶ Lǂ čĕēĕ ǅƶ ƚǒƞyǒĂ .ƨǤǍƙ Ǖƒ ƙǂƨT ǕǤǉ
.(ĕč) ǕǤǕƒ Lƶ ǤǉǆǤƮ ǆƶǆč ƻ ƥĂƙǤƮ ǆƶĎČ Ĭ !ƒĂơ ƒ ǷƑ!ƒ YǤ!Ǥ

Ǖǉ ǒǤǒǕƞƨǤ!ƒ ƚǂƒĂƨƒ ǕNǉĂǂǒƮ!ƒ ǕǉǤƶǕƮ ƙǒ!ƒ LǉǆƶƒĂǕƒ ƙƒƨTƶ
ǅƞǉ!ƒ ƙƶùƮ Ă ýùơǉƒ ƙǂǅǆƶƒƦ Ǖƙƒƨ!ƒ ƫ ƶ ǕƶĂǕƒ ƥƞǕƨǤǤ!ƒ ǕƙǤĂǅƶ
Ĭ ùƙơ ǕǅǆƶùƮ Σ ǑǕƒ yǉǤ ǆƙƨTƙƒĂ ǕǤƙƨǤƍ ƖƨƒƨƠ ƚƞƨƥ ƙƶƨƨĂ ǑƚǚƞƙǕƒ
.(ēĎ) ǕƨǤ!ƒ ǉǆƶǤƒƨǒƙ ƒ ǅǒƙƤ!ƒ LǉǆƶƒĂǕǅ

ǕƙǤǂĂƨǤƒĂ ƚǒǤǉƮ !ƒ ƨƨǤǕƒ ǕǒǤǤƮ !ƒ ƫ ĂǆƶƒǕǒǆƶƙƒ ƙƒƨư ơƙ ǆƶ
ǕǒǚƮ Lǈƒ ǤǤǕƒ ƙĂǒǑǅƶLǉǆƶƥƨĂƙ ǆƶ Ƴ ǤƒĂ ƖƨƤǂƒ ƨĂƱ!ƒ YƒĂǉǑƥƨD
ǅǤLƒ ƫ ǒĂ ǕǑǤǤƮ !ƒ ƥƨĂƒ ýƛǆƶLǒ!ƒ ƙƒĂƥDƙǤĂƨƍǆƒĂ Ǖƙǂǂǆƒ ǕƥƞƮ !ƒ
.Σ ĂǤǤƒĂ

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

ثالثا: نمط الاستهلاك الترفي بين الحكومة والأهالي

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

Lǰdž [illegible] ýPǪ ĂR ă [illegible] ýɳƧ!ƒ Ĭ [illegible] KʼɼĂ Ŏ5ÜƲĂ|Lǰ Lǰdž [illegible] KʼǴ [illegible]
.Ǉ [illegible] Lǰdž

ɣ [illegible] Ă Ü [illegible] 2 σʈ !ƒ Ĭ 5KʼƧTLǰ [illegible] ǇȐǋĂ
2 σùʈ Ǌ [illegible] Ǵdž ù!ǥlƧ [illegible] ƒ LǰĂ .[illegible] Ă [illegible] ĂɳTdž
ƚù [illegible] Ă Ĭ 5||T ƚ [illegible] LǰĂ [illegible] Ü Ĭ ƙσ Ü [illegible] ǋ [illegible] Ü ư Ƨ [illegible]
Ĭ ù [illegible] Ă .ƚù [illegible] ƚùT [illegible] ýĂσLǰÜ Ĭ ƙσĂ ÜKʼ [illegible] ǇȐǋ [illegible] Ă
Ü [illegible] Ƨ [illegible] čĕ Ü [illegible] Ĕ ƚ [illegible] LǰdžĂ [illegible] Lǰ ƚù Ʋσ [illegible]
Ʊùdž [illegible] Lǰdž [illegible] Kʼ [illegible] Ă Ɵ [illegible] Lǰ [illegible] ƪ [illegible] Ă
ýdž TkÜ "[illegible]" Ă "[illegible]" LǰKʼ [illegible] Ă [illegible] Kʼ [illegible] Lǰ [illegible] Ă Ŏ [illegible] || [illegible]
"[illegible]" Lǰ [illegible] Ƨ [illegible] Ü [illegible] Kʼ Ƨ [illegible] Kʼ [illegible] !ƒ LǰĂ Ü [illegible]
Ĭ ù [illegible] Kʼ [illegible] Ă [illegible] ɣ [illegible] T Lǰ [illegible]
Ŏù5Σ [illegible] ÜyưPkÜ - (ĕĐ) Ĭ ʈ [illegible] ɵ ùʈ ýĂ [illegible] Ĭ [illegible] Kʼ [illegible] Ɗ
Ơùư ĂƊ(ăƧɳ ƒĂ ƪ Ƨ [illegible] Ɗ [illegible] ƪ Ă Ü [illegible] Kʼ [illegible] Ă dž ĂƊ [illegible] Ɗ
ƚ [illegible] dž Kʼ [illegible] : (ĕd) Ƨ [illegible] čĕ Ü [illegible] Ĕ Ŏ5ƚ [illegible] Lǰ Ĭ !ĂP!ƒ Ŏ [illegible]
Lǰ [illegible] !ƒ ƚùŏ [illegible] dž [illegible] Ư Ƨ [illegible] Ŏ [illegible] ý [illegible] Ư Ƨ [illegible] Ă [illegible] Ž
ăĂù|Ɗ [illegible] dž Kʼ [illegible] || [illegible] !ƒ Ƨ [illegible] Ü ƒ LǰÜ ɣ [illegible] ư Ƨ [illegible] Kʼ [illegible]
.Ƨ [illegible] !ƒ ƚ [illegible] T!ƒ

Ĭ ǂ [illegible] Ʊdž [illegible] !ƒ ƒȐǋLǰdž [illegible] ư [illegible] Ă ƱP [illegible] !ƒ Ü [illegible] ă [illegible] Ŏ5ý [illegible] ȐǋLǰ [illegible]
čĕēē Ƨ [illegible] čĕ [illegible] Ü ƒ Ƨ [illegible] Ɵ [illegible] Ƨʈ Ƶ 2 ĂƧƲ [illegible] Ɗă [illegible] Ŏ [illegible]
Ƨ [illegible] ǂ [illegible] LǰĂù [illegible] ʈ !ƒ Ư ù [illegible] Ă [illegible] Lǰdž [illegible] Ă [illegible] ă Ƨ [illegible] ĂƧP [illegible]
:Ĭ ! ý [illegible] – ! [illegible] || [illegible] Ƨσk || Lǰ: [illegible] Ü Kʼ [illegible] Ƨʈ [illegible] ă Ƨ [illegible] Ĭ [illegible] Kʼ [illegible] !ƒ
. (ĕĐ)"Lǰ [illegible] PŬƒ [illegible] ă [illegible] ʈ ǒ [illegible]

Ŏ [illegible] ĂKʼ [illegible] Kʼ ƧT [illegible] Ü dž [illegible] Ü ƒ Ɗ [illegible] Ă Ƨ [illegible] σ!ƒ Ɗ [illegible] Ă Ü [illegible] ǇȐǋŎ5
|| [illegible] Ʊùdž [illegible] Ư [illegible] Ƨ Ă [illegible] Kʼ [illegible] Ă Ɗ [illegible] T!ƒĂ [illegible] Ɗ [illegible] !ƒ
ă [illegible] Ă Ü [illegible] Ă Ü [illegible] Ă ʈ ɣ [illegible] Lǰ Ü [illegible] Ă Ü [illegible] ý [illegible] TƊ|| ! [illegible] Ă Ü [illegible]
Ü [illegible]) Ƨ [illegible] !ƒ Ɗ [illegible] Ƨ Kʼ [illegible] Ă .Ɗ [illegible] Ă [illegible] Lǰ [illegible] !ƒ Lǰ [illegible] Ă Ü [illegible] Ĭ ǂ Ă Ü [illegible]
ýh [illegible] ʈ ʈ |!ƒĂ ƚ [illegible] Ă!ƒ ý [illegible] Ü ƒĂ (Ɗ [illegible] Ă [illegible] ÜLǰ [illegible] ɵ ùʈ Ü [illegible] ă [illegible]
[illegible] ǂ [illegible] ù! [illegible] ùPƊƱdž [illegible] ȐǋƠư 5Ŏ5 [illegible] Ă ÜKʼ [illegible] Ɗ [illegible] Ă ƚ [illegible] !ƒ Ɗ [illegible] ƒĂ

[illegible]
[illegible]
[illegible]
[illegible]
[illegible]
[illegible]

Ǒù5ýǴ|dž[illegible] !Rù‡ ƧUǇƒĂ Ǘēƒ Ǘčĕĕē lƧNǤƒ Ü[illegible] Ǵ[illegible] !ƒ D[illegible]Ă ƥǴ ƙǷƒ ł[illegible]Ž

."ǉ[illegible]ƙƒ || ǘnǜ Ǘƒ" ýĂơ Ĭ ǅ ǒƵ D[illegible]ý[illegible]Ǘ (ĎČČč- ē- Ďđ) D[illegible]ǈƒ

Ĭ ƙ[illegible]ŏ" ăƥƧĂƒ ƧǅƵ!ƒ "ł!Ă|dž[illegible] ƒĂ ăƧĂǅ ƙŎ5łǅ ƒƧǉƒ LƒĂƵ Ʊ[illegible]ƒ (ē)

ƟǴƙǤǗƒ Ƨù ǅ Ƶ K'Ǉ[illegible] Ĭ ùƙƒ Ĭ ù!ĂǗƒ K'ƒĂǇ!ƒ [illegible] ł[illegible]ƒ lƧĂǅ !ƒ || [illegible]dž

Ĭ !ǥý[illegible]!ƒ Ʊdž[illegible]ýĂơƙhK'D[illegible] lƧƘ5Ĭ NĄ (čĕēē- čĕēĐ) ƧǅdžŎ5 ăƥǴ ƙǷƒ

ǉƧǴ[illegible]Ă Nǉ[illegible]dž Ʊ ƶhLǗƒ Ĭ ƙơ ł[illegible] ýƒƨƘǗ ăƨƒƨƙ ƒ ǗŎƘƙǗ [illegible] ý[illegible]

ý‡ùTh[illegible] d[illegible] ăƘƒ ǤƧǗƒ Ʊdž[illegible]Ĭ ư dž[illegible] ăD[illegible]hKƨĂ[illegible]ƙ lƧƘ5Ĭ Nǉ[illegible]!ƒ

ăƥǴǅ ƙǷƒ ƟǴǤǗƒ D[illegible]ƥ ƒĂ ƧDǇdžƥơD– Ǉ[illegible] ƥơ[illegible]DǇ[illegible] D[illegible]ƙ ƒ .Ĭ Ǉ[illegible]

Ǘ ƙ[illegible]ƞƙ Ǉdž K'Ǵ[illegible] :N[illegible] yƞƒƧ) ƧǅdžD[illegible]ýNjăƘƒ "ƥ[illegible]!ƒ Ƨƞƒ" Ƶ ǅĂ–

D[illegible]ƙ ƒ || !Ƙ‡ ǗĒĔƒ Ǘčĕĕč lƧNǤƒ Ü ǒơ!ƒ ăƧǅ dž ɣƙ‡dž Ü[illegible]!ƒ łƶǗ!ƒ

Ǘ[illegible]PDŽ[illegible]ùǅ dž łù!Ǵ[illegible]ƒ ýǤƙƒ‡Ƨơ! "Ĭ ƞ[illegible]ƒ ƧǅƵ!ƒ" ł!Ă|dž[illegible] Ƨƥƒ ƥơD

"ýĂơ ƧŏĂǇĬ D[illegible] !ƒ ƥ[illegible] Ǵ[illegible]Ƨ[illegible] ƞǴdž!ǤƧ) čĕĔđ- čĕēĐ ł[illegible]ƒ łD[illegible]dž

ƥǴǅ ƙǷƒ łùǒ[illegible]čĕĔē- čĕēĐ ƧùǅdžŎ5Ĭ ǅ Ǵ !ƒ Ƨ[illegible]ƙƒĂ Ĭ ƵǴ[illegible]Ǘƒ || ƒƧơ!ƒ

Ǒù5K'ǗĂ|dž ǉƘNýƛdž K'Ƨ‡ƙ ƥĂ.(čđČ ƒ Ǘčĕĕď lƧNǤƒ Ü[illegible] Ǵ !ƒ D[illegible]Ă

ƥùD[illegible]Ƶ!ƒĂ yƞ[illegible]!ƒ ýǅ ƒ Ŏ5) Σ ‡ƧǴdž5Ǵ[illegible]ơǇĬ D[illegible] Ŏ[illegible]ƙƒ K'Ǵ[illegible]ƒ

Ǵ‡[illegible] Ǒù5łùư ƒĂ ɣNƒ D[illegible] Ǵƙƒ Ƶ ǅ Ă Ǵ[illegible] (ýǴdž Σ [illegible] – ýĂǗƒ

Ƨùǅ Ƶ! (ăƥƧĂù!ƒ)Ƨùƞƒ Ǉ[illegible] N[illegible]Ă !ƒ ƥǴǅ Ǘ łŏ[illegible]dž !ǥǴ[illegible]ýĂơƙĂ

K'ǗǴ|dž Ǉùdžù ƵĂdž[illegible]ƧǴ[illegible]ù ǅ Ǘƒ Ŏ5:ƨD[illegible]– Σ ‡ƧǴdž Ĭ !Ǵ[illegible]!ƒ Ǘ[illegible]Ǘƒ

.(čđčƒ Ǘčĕēč Ă‡ǅ Ădž[illegible]ƒ Ƨƥ ǗƒǤƧ!ƒĂ

Ǘ[illegible]ù!ĂǗƒ łùƶ[illegible]!ƒ Ǘ ƧǅdžyǴ[illegible]dž Ŏ5łŏ[illegible]ƒ lǴ!ƒ ɣǴP (ƥ) ƥ[illegible] ƥơ[illegible]D(Ĕ)

.čĒĕ- čĒĔƒ Ǘčĕĕ[illegible] ǉƥơƙdž łŏ[illegible]!ƒ K'ƒƧǴ[illegible] Ǘ ƞƥǗ[illegible]ƙƒ Ǉ[illegible] yƞǴdž

łùƶ[illegible]dž(č) Ĭ !Ǵ[illegible]ƒ ɣǤ‡ ǗƧǅ džŎ5łŏ[illegible]|d[illegible]ƒ ýƞ[illegible] dž Ǉ[illegible]ƒ Ĭ ơdž[illegible] (ĕ)

.Ĕĕƒ ǗčĕĕĐ lƧNǤƒ Ǘ D[illegible]Ădž ƒĂPƒ

ăDł[illegible]!ƒ Üƥ[illegible] !ƒ łT[illegible]dž[ɣƞƵ!ƒ Ƶ Ǵ ţ Ǵ Ǉ[illegible] – Ƨ[illegible] Ǵ[illegible]Ă Ǵ[illegible]] (čČ)

.ơƧǴƙƒ łùƞ[illegible]! łù[illegible]ơ!ƒ Ƶ ƒǴĂƒ ăƥơǥĬ Nǉ||ƒƘǤł ƥơ Ǵdž[illegible] ƶƒĂƒ || ƒƧǗƒ

Nǉ ǅ [illegible] Ǉ[illegible]ƞ[illegible]!ƒ Ĭ !ǥ[illegible]DŽǗǉƧư Ǵ LƵ ɣƙ‡ŏĂ Ǉ[illegible]ŏ Ǉ[illegible] Ǒư Ǵdž Ŏ5Ơ[illegible]dž

ƥùơDǇĂƞǇdžŎư Ǵdž Ǉ[illegible]Ă N[illegible]Ǵž Ǉ[illegible]Ă Ƨư Ǵ!Ǵ[illegible]ƱǴǗƒ Ǘ[illegible]Ă ƒƘ‡ ƥNƒ N[illegible]

Kùư dž[illegible]yƞ[illegible] Ǉ[illegible] ƥơĂƒ ăƧƘƵ .N[illegible]dž Ŏ5ǇĂ[illegible]Ǉƒ[illegible]ƧDŎƙƒ D[illegible]dž

Ǉ[illegible]ƶƞǴƞ[illegible]ƧUǇƒĂ lƧƙƒ ǉƘNƒ ŏơdž[illegible]Ŏ5ýƒ[illegible]Ǘƒ Ǉdž!Ǵ Ĭ 5Σ [illegible] K'D[illegible]ƥ

.Ĭ ùƧƙƒ Ʊdž[illegible]!ƒ ƒƘNNǴž Ŏ5ƥƙƒƟǴǤǗƒ łǅ Ǵ ƽƞƱĂ ǗĂƧ Ǉdž Ʊ ƶĂ Ǘƥ[illegible]

ĐČĒ

Malak Zaalouk, Commercial Agents in Egypt, A Case Study in

Development P.H.D. Thesis submitted to the University of Hull, London , 1982, P.P : 279-82, 290-5.

ɣĂDŽĎǇɥùɕ ÜƚƧùơ!ƒ ϧƱĜƖLŋƌĂ ǑhŋŲƒĂ ǑhƧƶ!ƒ ýƓďǅ Σ ƬƨƧƓĎĨ Ɠƒ ƓƑ!ƒ
ǑhƧƶ!ƒ NĵŘďĂ NĶĂŢ Ĭ ĐƶƶĂǨTďǳƶ ϧĐƶ+Ţ ƓƑ Ĭ ƼƦƒĂ+ďƶ ǁůƞɱŲƒ
Lŋù!ƒ Ɠĥŋɥďǅĭ ĎƨĐǅƙɥơ Ĭ ĐƶƵƟɥďǅƟɥ "Ĭ !ɠɥůƕɥ K!ĂơkÜƧŢ ďǓ ƧĐǑĐǅƶ
ÜƧŢ Ăǆƒ ƨĂƧ) ǁƒŘɕLŋɥƒ Ĭ ơďǅƋƑ ɥ+ƙɥơ Ĭ Đƶ– "ɣƒĂhƨƧɕ Lŋǆ!ƓĂ" ĂĐ
ĐƓƶ!ƒ Ĭ ďĂů+ơ!ƒ ǁůƞɥůŢ Ųƒ Ɩɥùơ ƖɥƓ ydĂ(čđ-čČ ƭ Üčēđ ƧhƍĂLǧČ
ɣƓhƠƙù5ydǑTďǅăŘƒ Ĭ ƼƦƒ ǁůƞɱŲƒ ɥƵƓ ƙ ƭ ƓƑ!ƒ ǑĐǅƶƒ ǁůƞɱŲƒĂ
LŋĂ Lɥďǅ Ĭ 5+ƶɦƧďǅ ýĂPɥƒ ăĂŖ KƓɥƓ YƓĎŬ "+Đǅ ýĂơk LĂɥhɥƒƧŘ Ųƒ
: (ɥ) Ĭ ùĐƶǆŋ!ƒ Ĭ ùĐƶ ƧƲŋƒ) "+ƒƒƒ ǁĐǅ5Ƨ ďǅ+ǂůƞɱŲƒ ƱƓǅƒ LĂĐĐǅ
- čēđĐ Ƨù Ţ ďǑ5+ɥƓ ƙɥŲƒ KƓƓ ĐǅƓĐĐǅ+Ţ ƒƨɥ– ƓƓƶ LĂƧTƶĂ+Ţ ďǅ
ϩ Ţ Ă ɥĂ ÜĒč- ĒČ ƭ Üčēēē ƖƧNɥƒ ÜɣƓĐǅďƶ!ƒ +ƨŢ ďǅ+ƑơŋƒÜčēēē
ýƓďǅ ăƧĂ ."KǑƒĂŘƒ ϧƧĂ ƟƓɥƒĂ "+ɳĂTŲƒ ƟƓɥƒ" Nŋhơ ƟƓŲƒ ƒŘNǇ ƶhɥ
+!Ăɥ ƓĐǅ– Ɩɥơƙďǅ KƓŬĂƒ Ĭ ĐƶŢ ƓƑ – ÜƧƓƑ!ƒ Ĭ ĐƶƧŢ ďǅƓƶƒ LĐLɥďǅ
ÜƟĂɕďǅ ɣƓƑ" +Ţ Ɠ ! +Ţ Ƨɥƒ +ǒǅƙƒ ĂNǇƟƓŲƒ LĂ Üǐ +ƨďǆƒ ţ Ɠďǅ Ĭ Đǅ
"KƓĨŘƱ!ƒ Lŋùhϧƨƶƙƒ" ýơĂ Ǒư ďǨpĂ ăĎLŋďƶĂ+Đ+ɥƱ!ƒ ƖĂŋƒ Kƶ Ţ ƙƒ+ ǒơ
ĐƓƶ Ü ! Ɠƒ Ƈɳ!ƒ ÜƧŢ ďǅǒŢ PT : NĵĐ+ yɳƒƧ) "KƓƱ!ƒ Lŋhɣǒǁƙƒ" ýơďǅ
.(ĒčƭÜďē ƭ ÜčēĒĐ ƖƧNɥǁ!ƒ Üɣ ƓĐǅďƶ!ƒ +ƨŢ ďǅ+ƑơŋƒyƓďǅɣƙ!ƒ
+ùĽŋďǅ ƖĂùTƧ!ƒ KơhùŢ ĎǑŘƒ ÜơɥďǅƠƙɕƧŢ ƶ" ƧŢ ƶ!ƒ ƒŘNǇ ƶhɥ ϩ Ţ ĂĂ
"+ùǒĂɥƶ ɥďǅĐƓɥƧƱďǅƧùhĎ Lƶƙ ƖƧƼÜǒďǅ+ɕĬ !ɠýĂơƙţ ǒŢhɥ Ĭ 5ƓŋĐ
– ɣùǒƠ!ƒ ƒĂùNĵĂ +ďǅ +ďǅƧ Ĭ TɥƶŬĂ +ďǅ ..+ďǅ Ɠɥ Ɠ+ďǅ) +ǒɕƌơ
.(ɣǒɕ NɥƓ Ă ɥĂďǅ
Ư ùƶhǁƒŘɕɥŘƒ Ĭ ŘƒĂ ăƨƓơ ƨǒƶ!ƒ ɥƧ ƓƧƨĂƒ Σ ǒƧ + ɥơ ýĂơĂ (čĒ)
Üƙù Ţ ɕƒ LǓƒ NĵƉǅTďǨùŢ ǒ ɥùĐǅ:NĵĂhǐ !Ɠǅƒ Ĭ ǂůƞɱŲƒ Ʊďǅƒ ƧNɥďǅ
: Lŋù!ƒ ƓĥƞŋɥùďǅĐŲùɳƒƧ ÜƧĂŘ ƙĬ Řƒ ɣĎLŋ !ƒ KƓɥƓƨĂ ÜƙŬĂ+ǒ!ƒĂ
.ĒĐ-Ēďƭ Üčēēē ƖƧNɥƒ Üůƞƒ Ƨɥ ÜǒƓƒ +ƶƱ!ƒ ÜKɥƓ!ƒ yďǅ ƙƧĂƓďǅ
ÜƧù+ɕƒ Ƨɥ ÜLŋNĵT ƧĂɥ !ƒ ɥƧ +ďǅƙÜư ŋƒ ƱĂƧT : Ĭ hŋLŋǁ !Ɠǅčē)
.(ƧƓǅŘ ů! +ǒĐŋƒ ýďƶďǅ čđđ-čđĐ ƭ Üčēēē KĂƧơ
Lŋďă ƧŢ ďǅ LĂ+Řƒ ýĂơƙ– Ĭ ƵƓǅŲƒ ɣƧ!ƒ ơƨƓ: ɥƶ ϧɥƓ ɥďǅĐ(ĎČ)
ÜčĒč KĂƧơÜŭɥơ!ƒ Ƨɥ Ü !ĂŲƒ +ƶƱ!ƒ Ü !ƓǅĐ!ƒ Ʊďǅ Ĭ !ɠăĂŲƒ Ʊďǅ
.ďđĐ-ďđĎ ƭ
.čĐē ƭ ÜƖÜơɥďǅ: LĂĐĐǅLɥơ(Ďč)

ǭͲ Lǰǫ̉Ǆ̆ ǅƸǅ̌ Ț̃Ǖ ơŭ̃ǎ̆Ă ǚĕĒ ƭ ǙǨ ƒǰ̆Ǵ !ƒ ydž ǩƧĂǴdž Lǰǫ̉ƒ ǤǴ̆ǰ̆ǫǳǅǅ)
Ǚ̈ù ǭ̆ƧĂƒ Ǆ̌ǚ̃ơǙ̆ƒĂ ǤǷƧ!ǴǒǅǨǧƒ Ĭ 5ǅƸNǰ̆ƒ ǨǴ̆ƺ Ĭ ǅƸǅ̆Ǵ̆ Ǵ ǅ̈ƸĂǬ ɣƶ!
Ĭ ù 5ǅǴ̆ǀǩ ǀǭ̆ǫ̆ŋ ǨĂǳ̃ǚĂƧ "ǭƶ!ƒ ƧǴǶǅĬ ǯ̆čēĕǷ ƧǬƧƕĒ ǅƸNǰ̆ƒ Ž̈ǅƸǙǰ
ǀǭ̆ǫ̆ŋ!ƒ ǨƒƧǴǆ̌ƒ Ǩơǩ ƧǴǨǰ̆Ǩ ǴǰƧŋĂ ǀƧNǰ̆ƒ Lǰ̆ǫ̆ ! Ǵǳ̆ǆƒ Ĭ 5ĂƧǨǳ̆ ǨǴǅǴ̆
.ơǀǰ ...
Ƨǰ̆ǭ Ǚ̆ ù !ĂǙ̆ƒ ƚùƶǚƺ!ƒ : Lǰǫ̆ǴǴ̆Ț ǩǭǙ̆ƒĂ ǭǴ̆ ǩǭǙ̆ƒ ƚLǰdžǭ ǎĂǙǀǫ̆ ǅǳǴ̆ (ǅď)
.dč ƭ ǙčĕĒĕ ǀƧNǰ̆ƒ Ǚ̆ ĂƧT!ƒ
ǰ̆Ƹ ǨǴ̆ǰ̆ ƒ ǚ̆ǀǨǴ̆ǚ̆!ƒ yǒǆ̆ ǎǭ Ĭ 5ƧǨƒ || ǚ̆ǀǰ ǚ̆! ǭǴ̆!ƒ ýǒdž Ădžýǎơ (ǅǷ)
"Ǵ̆ƶ!ƒ ƚǀǰƒĂdž : (ǭ) ƧĂǭLǳ̆ǅǫǳ̆dž yŋƧ ǭǳǴ̆ƒĂ ǨƒǭƸ!ƒ ýǴǨƒĂ ǀǴ̆Ǵ̆ǳǴ̆
Ǩǚ̆ǳ̆ǚǨ : (ǭ) ýǒ̆ƣ ǯƒ ǭƶǭ ǭĂǳ̆ǆǷď ƭ ǙčĕēǷ ƧǳǭǴǭ Ǚ̆ƶǳǅǰƒ ƚǀǭǆ̆ǎýǴdž
- ǅĒ ƭ ǙčĕĒď ǀƧNǴ̆|!ƒ Ĭ ǀƧƶ!ƒ ýǀǰ dž Ƨǰ̆ǭ ǙǳƧȚ dž ǭǴ̆ ǩǭǙ̆ƒ ƚ!ƺdž Ĭ 5
Ǚ̆ɣǴ̆ǩǂǅǚ̆ǳǴ̆ƒ ƚǒ̆ùȚ dž ƚǫ̆!ƒ Ǚ̆ǒ̆ŋƧǷ!ƒ LĂǭƒ ƚdžǅ(ǭ) Ĭ ǂƨ ǎƨdž .ǅē
Ĭ ù ǅƸǭƶǴ̆Ț ǩ ǭǳǅǨ ĂǅǀǴ̆Ǵǳ̆dž ǀƧNǴ̆ LǅǂǷ ǒ̆ơ ǙǳĔč ƭ ǙčēēĒ ǀƧNǰ̆ƒ
ǀǰNǰLƒĂ Ĭ dǆ̆!ƒ ƧǴǭǚ̆ƒ ǎĂǩ džLdžýǅǅ̌ !ǨǴ̆Ă Ĭ 5ƧǨƒ || ǚ̆ǀǰ Ǚ̆ƒ ǎĂǩ džǭǴ̆
.ǰƧùǳǂĬ ƶǴ̆ǳǫǚ̆ƒ ǨĂǴ̆ǯǨƒ LĂùǂǒ̆ǴǳǴ̆ ǴƣĂǅýǂTǴ̆ǅǴ̆Lǰŋǩ ǀƧNǴ̆!ƒ
.ǅǅ ƭ Ǚ̆ǀǴ̆ yŋƧdž|| ǚ̆ǀǰ Ǚ̆ƒ Ƴdž ǅƸǳ̆ǅǅǅ̌ƚȚ ƒǭ :ƚŋƒĂǷ!ƒ ǚ̆Ƹ
.čĕĒČ Σ Ƴ ƺǅǅǅ ǅƸNǰ̆ƒ " NǴ̆ǴǫĂ ǎǨƒ Ĭ ǂǚ̆ǀǰ Ǚ̆ƒ ƾ ƨǳ̆dž" (ǅď)
ƚùƶǚƺ!ƒ ǙƧȚ Ǵ̆dž Ƨǂǯ Ƨǰ̆ǭ Ǚ̆ ǂǒǳ̆ǅƒ ǙǨĂdžǰĂ ɣƧƶ!ƒ : (ǭ) ǴǂƨǭǴ̆5(ǅĒ)
.ĕ ƭ ǙčĕĔČ ǀƧNǰ̆ƒ Ĭ !ĂǙ̆ƒ
ƚùǒĂǀǰǆƒ Ĭ 5ýǴ̆dž Ƴ 5ǴǳǂǅǅȚ dž 5ǨǴǰ̆ƶǙ̆ƒ ýNǰ" : ǨǳTLǰ Lǳ̆ǆ(ǅē)
ǀǳǨǴǰ̆ƶǚ̆! ǅƸNǰ̆ƒ ƚ!ǂĂ ǴǭƶǅĬ ǀƒ ǨǴ̆ƒƧǰƒ ǎǭǒýĂǩ.čĕēē ƧǀĂǂǅǅē
Lǰdžǚ̆Ț LƧǂǂǨƧǒǩ ƒ ƚǰ̆ǀ!ƒ ǰĂdž LǅLĂǯǫǅƸǨǴǰƶǫLǅ ǨƒĂǰ ǀǭƶ
ǨƒƧǴ̆ǚ̆Ț !ƒ ǅǳǙ(%čǅ,ď) ýǒǳǨƒ ǨƒƧƣ ơǩ džǴǰǩǙ(%čĕ) LĂǯǅǨǴǰƶǫ
ǭƶǚǨǴ̆ǰĂ Ǚ(%ď,ď) ƚTǫdžǙǴǙ(%ĕ,Ē) ƚǰǴǂǂ!ƒ ǀƨǰǙǴǙ(%ď,Ē) ǴǰƶǰĂĂ
ƾ ƧĂĂ ƚǒ̆ùTơ!ƒ Ǩƒǳǰ̆ĂLĂǴ !ƒĂ ɣǴǷǙ̆ƒĂ ǨǴǳǳǰĂ ƚǚ̆ơ!ƒ Σ ƒĂǅ|| !ǩ
ǨƒƧNǚ̆ŋdžĂ ƚǚ̆ơ!ƒ ǅƸǂĂ ƚǒƨLǰ ǨƒĂǙ̆ƒĂ ƻ ŋLǰĂ ƾ ƧĂƒ ýǭǴ̆ǰ ǨǒǰĂǩƒ
Ĭ 5ǅǰƒ ƧǯǩĂ ƟǴ̆ǰǙ̆ƒ : ƧĂǅǭǳǅ Ƨǀǰ.ýǴǙ̆ƒ ƚǒǯTĂ ǨƒƧǴǀǰĂ ǨǴǅǴ̆!ƒĂ
ǙčĕĒď ǀƧNǴ̆|!ƒ Ǚ̆ ǀƧƶ!ƒ ǎƧȚ dž ƨǂƧdž yǒǨƒĂ ƧTǅǷǅǳƶ!ƒ ƧȚ dǆ̆ƧȚ dž
Ĭ ù 5ƚùǒǨǰǭ ǨƒƧùǯǨƒ ƧǅǷ ýĂơ ǅǳǅǳǆ ƧĂǂǭƒ ƚȚ ƒǭ ||!ǂĂ ǙčČǅ ƭ
Ǚ̆ƚùǒǀƒ ýǀǰ dž ƚǒƶǴǩŋǙ̆ƒ ǅǰƒ ƾ ǴǰĬ ǅƸǨǴǰ!ƒ ýǚ̆P ǎƧȚ dž yǒǩdž

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- čěēĐ ɫǫƃƃǴ Ț ƙǫǕ ƒ ɫȚ Ǿ !ƒ Ǐ ĐƵǮ ɔ ǿǓƙ ɣdž - ƧȚ dž 5ɫ dǶ ƒ ǨǗǾ !ƒ ɣǈ "
Ǘčěēđ ǈƧǸǴ|!ƒ ɫƶdǹ Ǘǿ Ǿ !ƒ ĐǷƵǮǼ ƃǤ ƙǫǕ ƒ ɫǿƀǮǕƒƧǍɫƥ ɫ!ǤƧ Ǘčěēč
ɫù!Ǿ !ƒ ɫùȚ ƒƧƥ : ɫ !Ǿ ƒ ĐǴ!ƒ Ǐ 5ɫ!Ǎƥ ƒ ƧǍƥǍ ɫǿƶǸƒ ɫȚ ƧƥdžǗǨǸǾ ƥdǎdǎƥdǎĐ
ɫƶdǹ Ǘǿ Ǿ !ƒ ĐǷƵǮǼ ƃǤ ƙǫǕ ƒ ɫǿƀǮǕƒƧǍɫƥ ɫ!ǤƧ Ǘčěēč- čěēč ɫǿȚ dǯ
Ƨù Ț dž ù5ɫ dǮǾ !ƒ ɫǿ Ǿ !ƒ ɫƕǈ ƒ ǈǿǍɫǨ" Ǚ ǈǿǭȚ!ƒ ƥƶ ǢǤǨ - čěēČ ǈƧǸǴƒ
ǈƧǸǴ|!ƒ ɫƶdǹ Ǘǿ Ǿ !ƒ ĐǷƵǮǼ ƃǤ ƙǫǕ ƒ ɫǿƀǮǕƒƧǍɫƥ ɫ!ǤƧ ǗčěĒĒ- čěēČ
.čěēĒ
Ǐ ùĐƵǮǈǿǯǍù Ț ơƕǾǴǴ ƙǤǕƒ ɫȚ Ǿ ƕǈǿǯƙdǯ ǨǤǯ ǈƵ Ɣ ǥ ǈdž ƧƕĐǈdž dĐ)
ƥù dǎ dž Ǐ ùĐǎdǯ ɔ Ǎù Ț !ƒ Ǐ 5ǮǽƢ ơ ƒ ǯǂƧdǯĐǿǮǍ ɫǿǿ ư Ǎ ɫǿƧdǯ Ǩƒ ǢǤǯƒ
ǗǨ ƒƥǴ Ț !ƒ ƧǍǕĐƧ Ț Ƶ ɫǿǴǈǍ ɫǿƕɫ Ț ƥ:"Ɣ ư ƶ!ƒ ƻ ǿƧP" ǸǿǂǏ 5ý ɫǿǸǈǿǈ ơ
- dēd ƭ Ǘčěēd ǗǨǍƧù ǿ ƧȚǈǍ ɣǿǍǾĐ ǨǴǍǗdǯ ɫɫƧȚ Ǘƶ ɫ Ǿ !ƒ ɫƶǗƒ
Ƨù Țǈǟ Ǖ!ƒ Ɣ ǿǈ Ț ƧƥǴ|!ƒ ƥǿǍ ǗĐǎ dǯ Ɣ ǹǈƒ"|ǿǴ ǴdžƯ Ƨƶƙɫ ǿơ ǗĐĎĐ
ƻ Ț Ǎǿƒ ƨǍƧ Ǐ 5ǨǗǍǴdǯ ƱƱƥ ǗǈǴǮ ƒ ƱƱ|!ƒ ǨƒƧdǯdǯǍơ ǨǗǴdǯ ǨƒƧȚƵ
) ĐǴƒ ǸǿǂǴǈdž Ǎ (čĒ- čĒ ƭ Ǘčěēē Σ ƧǴdǯǍĐƻ Ț Ǎǿƒ ƨǍƧ ǮǺdžǕĐĐ)
ǴdĐ (čěēē ǨǍƧù ǿǕǈǍù ĐǮǈƒƧƥ ǗƻȚ dž 5ǟ ƃǤ ƙǫǕ ƒ ƟǴǈǕ ƒ ɫdǮǾ dž
ǈǴǮ Ț !ƒ ƱùƱ|!ƒ ǈƧǸǴ Ʊ ýǍù ơ ǈƧǿǂ ǨǗǴdžƻPǕƒ ǍǸƧȚǈ5Ǐ ƺƧdǯ ƥǍdǎdž
Ǐ !ǥ||!ǂ ƧǿȚĐǗčĒ ƭ Ǘčěēē ƧǿǴǈčč ƻ Ț Ǎǿƒ ƨǍƧ ǮǺdžǕĐĐ) ĐǿǴƧdǯdǍ
.ǈƧǸǴ!ƒ |ǿǸǈǯ ɫȚ Ǿ ɫƶdǯǍ ǟ ƨǴơ ƧǿǴǿƧǂ ɫǿƧ ɫǿǮĐ
Ǘƻ Ț Ǎǿƒ ƨǍƧ Ǘ ƧȚ dǯ ɣdǹdǯ ɫƵǍ Ǎdž 5ǨƒƧƥ- : (ƥ) Σ ǿǍƵ ƥǿ (dđ)
ǗƻùȚ Ǵdǯ Ǐ Ƨù Ț dǯ ɣdǹdǯ Ǐ ơǍ ǈdžǴ ǿĐǸǍ ǗĒĒ- Ēč ƭ ǗčěĒĒ ǈƧǸǴƒ
.đđ ƭ Ǘčěēē ǈƧǸǴƒ Ǘýùǹƒ Ɣ ǥ
ǈƧǸǴ|!ƒ ǗΣ ùĐǎ ɫƶǗdžƻȚǈǿǮ_ Ƨƥ Ǘƻ ǈƒ Ǐ !ǥǈƧǹǹƒ : ǈƥǍdž ýƥǴ (dĒ)
ǨùƱƵĐǴ ǿơ!ƒ Σ ǍǴǴƥǏ ĐƵǕǴǕƒ |ǿǸǨƧƱǿ .ĎĒđ ƭ ǗĎdēƭ čěĒē
Ǣù5 ǈǍùȚƧ!ƒǍ (|| ù!Ǿ Ǐ Țdžɣǿ !ƒ Ɣ Ț ɫĐǮ(ƫ ǈǍ ƒ ǴǿȚ Ǐ ĐǮǴǿ ǈǍĐǮĐƵ
Ǐ ùȚdǯǗ(ǨǍù5 Ǘƫ ǈǿƱ) ýùǺdǯ ǨǴǂǮ.(ǸǂǮ ĐƵǸǂǮƐȚ Ǐ ĐýǍǹǍ (|| Pdž
.ǟ Ƨǂ ɫdǯ (|| ƧǍdĐ
.ĒĒƭ Ǘčěēē ƧǿǴǈčē ƻ Ț Ǎǿƒ ƨǍƧ Ǐ 5ýǴdž ǟ ǍǴǈ!ƒ ɔ ƧǴ (dē)
Ư ƧǴƶǈǿǍdž" Ɣ ǥ ǈdž (ƧȚ ƶ!ƒ ɔ Ǎ) ǈƥȚ ƥ: ǟ ƥǍǈǕƒ ǈdžƧ!ƒ ƥƶ(dĒ)
ǈǯ (čěēē ƧǿǴǈčđ ĐǍƒ ƧǴĐ) Ư ǍƵ ƥǍdǎdǎǸǂǴ|!ǂ ɣǹƒƧǍ ǂdǯǂơ!ƒ
ǢǗù ǸɫȚ Ǿ ǗĐƵ" ǈǿǮǿ ǍĐǯ" ĐƥƦ ƒ Ǐ 5ǈƧdǯ dǯ ƟǴǈǕƒ ǨƒƧǍǿdž

Üƶǂù!Ǎǂ ǂǂƨፐ ÜǈǍǴǂ ǗƶǍǕǂ Ǘ ηǂƨǍፐ!ǂ yǈǴǂ dǂǗ ǒƨ) ƨፐ dǂ 5ǂư dǂǂ
lƨùmǰǚ! ƨፐ Ǉǂ Lǂǂdǂǒǂǂǂ ǓǴǂNǂǂ yǈǂ dǂǂ Ǎ þ Ĭ 5ƻ ǂǂǂ || Lǂǂ LǍፐ
.ĕƭ Üčĕēē Σ Ʊ ƺǂǂ ǂǂǂǂǕǂ ɣƶፐ!ǂ :yǂƨ Nǂǂ Ǎ ǂǂǂǂǂǂǕǂ
.ĎĚƭ Üčĕēē ǍǂǂǂǂǂǂǕ ǍǂƨǍƨ (ĐĐ)
.Ē ƭ Üčĕēē ǍǂǍǂdč Ǖǂ Ǎǂ ƨǍƨ (Đđ)
.ē ƭ Üčĕēđ ýǂǂýǍǂǂ þǂ ǂǂǕǂ Dǂ Nǂǂ (ĐĒ)
ǂǂNǂ ù5Dǂǂ (Ēđ- ĒĐ ƭ Üčĕēđ ƨǂǂčďƨǂ!ǂ ƟǂƟ) ƨǂ5ýǂǂ (Đē)
ǂ þùơDLǍ ǂǂǂǂǂ ÜKƒƨǂPdǂ ƨǂk KƒƨǂǍǂǂǂǂǂ Ǎ Dǂ Lǂ ǂ ǂǂ!ǂ ƺǂǂǂ
LǍùǂǂǂǂǂƒƨùƱ ƨPčΣ þǂ ƨdǂKƒƨǂ hLǍDǂǂ ÜKǚǂĬ 5LǍፐǂǂǍ ÜǂǂǕǂ
||ǴLǂǍ .Dǂǂ nǂǍ Ĭ ǂǂ Lǂƨǂ Ǎ ||!ǂǂ Ĭ 5ƺ|ፐǍ Kƒƨǂǂ LǂǂǂǍ Kƒƨǂ
Ĭ ù5ǂ|ùፐ Lǂdǂǂǂ||ǂǂǂǂǂDƨdǂǕǂ ɣƨǂ Ĭ 5ǂǂdǂ ýdǂ Lǂ ƭ Pፐ
Ǖ Ʊ Ǎǂ ƨǍ ǂ!ǂ ƨƒƨƱ Ĭ Dǂǂ ǂ!ǂ lǂƨǂ Ǎ ÜKƒƨǂ Ǎ Lǂǂ!ǂ ƨፐ dǂ ||!ǂǂ
.ǂLǂǂ ƨǂơÜǂǂǴǍdǂǂፐǍ
ýǂdǂ 5Ĭ ƨdǂǂ5ƨǍǂǂǂ ƨǂǂǍ Üčĕēē ƨǂǂǂ Ē Dǂ Nǂǂ ÜƶፐǂǂǂǂǂǂǂǕ (ĐĒ)
ƨǴηǂǍ þǂùǂ ƨǍùhƨǴηǂǍ Nǂǂ ƨǂk Lǂǂ ƨፐ dǂ þǂ ǂǂǕǂ ǂƶǂP" Lǂ Nǂ
ƨþù|k Kƒƨþù Pdǂ lƨǴηk LD(čĕĒDƨǂǂǂDĐ Üčdē þǂǂ Ĭ !ǴǕǂ) "Kƒƨǂ Pdǂ
(þ) Ĭ ù ƨdǂǂù5ƨǂǂ ǴǍǂ ƨǕǍþ LǍǂǂǂČČǍ ēđ Lǂ ǂǍƨǂǂǂǂǂǂǂǂǂ
ƭ Üčĕčč lƨNǴ|!ǂ Ǖýùdǂǂ ǂǂƨፐ yǂǂdǂ(dč) Ĭ !ǴǕǂ ɣǂǂ Üǂǂ ǂ ||ƨǂdǂ
.(čđđ- čđč
Σ ƨǴdǂČ Üƶù ǂP!ǂ ƟǴǂ Ü Kǂƨǂǂ Ǎ !ǂ ƨፐ ƶ Ĭ 5KǴǂǂKǕǕǂǂ " (Đē)
.Ďē- ĎĒƭ Üčĕēē
čč ƻ Ǎǂ ƨǍƨ "ƺǂǂ" Ǖǂ ǂ ƨ!ǂ Ĭ Dǂǂǂǂ LǍǂǂǂǂǂ Ÿǂ Ǵƶ ǂǂǂ (dČ)
:ƨùǂǂǂǂǂ Lǂǂ KǴǂǂǂǂǂǍǂǂ ƺǍ Ǎǂ ýǍơǍ .dĐ- dČ ƭ Üčĕēđ Ǎǂdǂ
Üčĕēē ƨǂǂǂ ǂǂǂǂǂ "ƟǂǕǂ þǂǂǂ Ǎ Dǂǂ – ǂǍǂ ǂǂǍǂ(þ) Dǂǂ ǎ ƨdǂ
ǍùǂǍǂĎČ Ǖǂ ù Ǎǂ ƨǍƨ ǕNǂǂǂǂ ǂ ǂǍǕǂ" :Ĭ ƺƨdǂ þǍdǂdǂčďƭ
ǂǂdǂǕǂǂǂĐĒ þǂ ɣƶፐ!ǂ Σ Dǂǂ !ǂýǂ " :Ư Ǎƶdǂ Ǎdǂdǂ Ď ƭ Üčĕēē
) čĕēē ƨǂǂčď Dǂ Nǂǂ " " Dǂǂ ɣǂǂ Lǂǂ ƱLǂǂǍ lƨǂPdǂ ɣǍǂǂ ƨፐkǂ
ǂ!Ǎǂǂdǂ ǂǍǕǂ lǂNǂLdǂ‰ĕČ LD Kǂǂǂ !ǂ LǍፐ! ǂơ !ǂ lƨƒƨǍ ýǂǍ Ɵƨ
LǂǂǴ Pƒ þǍηǍ Dǂ Dǂǂǂ Kƒƨǂdǂ Ǎ Ǒǂǂdǂ Lǂ ǂǂǂǂǂ ƺ ǂƱ Lǂ Ĭ ǂǂ
.(ǂǍǕǂ lǂNǂYǂǍLǂ ƻ ፐǂDǂƨdǂǂ

ýǴĩ|dǆ‖!łǂ ƧƲƪǇĂ ď ƭ   ǙĎđđĚ ƥƥǆ!ƒ Ŭčěēē ĂđǕǰĎČ : ƻƮ Ăǒƒ ƨĂƧ (đč)
Ʋùơǚŏ Ŭčěēē ýǒƧƕƒǝ ƉǆŇǉƒ (ǇƒƧƕ ƊǕǆƒƧƕƒƨĂǂƥƒ łƊǆ) ǇƥƒǑ ƇǴĭƒƥđǆƉ
ƘƧđǅƒĂ čěēĒ ƧƕđǆĂǇǉǂ !Ǿƒ ƊǅǴ ƟĂƥđǆǅƧƒƨĂ ýƲ Ĭ ƼƘƮƥƕǂǂƧƶđǆ ǀŖǈǇƉ
.‖!Ʀ ƥƶƕƲ
ǇǴǅ :ƧƲƪƊǴǅ ǊƘǇǴĂ ƖƧơ łǇƥđǆ !ǫƥǆ ƧĂƕýǑĂơƙ ƖƧǂƼ ƘǓǇǰ ýĂơ (đĐ)
Ŭčěēč ƖƧŇǴ|!ƒ Ǚ ǒƥơ!ƒ ǎ ƧƮ đǆ ƔǂđǆǙ ƘƧƞƙ ǇƕǆƘǴƼƮ : ǇǴǅ ƥđǆƉ
ƔƒĂùƕƊĬ ƊǅƵ Ǉǆƒ " ƻƮ Ăǒƒ ƨĂƧ Ŭčěēē ƧƕđǆĂǇčě ƉǆŇǉƒ ǙđěĎ đěČƭ
Ɗǉƒǰ Ǚƹ Ƨƙơƒ " ƻƮ Ăǒƒ ƨĂƧ ǙđĐ đĎ ƭ   Ŭčěēē ƩƱƮ ƹƊĎĎ " ƖƧơ!ƒ łǇƥđǆ
.čěēĒ ĂǒǴđǆĎĎ " ƘǴǂƧǴđǆ ǇĂƺǒ
Ǚď łƪǰ!ƒ ǙĐ ƥƥǆ!ƒ Ǚ ǇǇĂƒ ƴđǆƦƒ Ɣƨơ ǴǊƥƮ ǒłǒĂƥ ƧǅƖƧƮǇƊǈƦƒ " (đđ)
ýùƤƥ ǴđǆĂđǆđǆ Ƨƥ ƥǆƮ ƧĂƕǀ ƧǴđǆƧđǆƮƊƖƧƮǇƒ ƧǂƘ Ŭčěēē ƧƕđǆĂƕčď
łƧǴđǆƮ Ǚƒ ƴƊǅ!ƒ ǇƊƥƞĂƼǙƧĂƞƮ!ƒ łǒƕ Ƽ ƼĂ čěēĒ ƧǒǴǰĬ ƼƴƮǅ ǇǆǇƥđǆ
.%ěēłǂǘnƮ ǗƒĂ %Ď łƱǰ ĂǇĂ %č Ǵǰǆơ
.dĒƭ   ŬčěēĒ ýǒƧƕƥĎĒ Ǚƻ Ăǒƒ ƨĂƧ (đĐ)
.čěēĒ ƧǰƧƕƼčč ƉǆŇǉƒ(đđ)
"ƧǒƮ ƘƒĂ ƥƒƧǒƮ Ǘƒ ‖ƧǒƮ Ĭ ƼǇǴǆ!ƒ ƱƱ!ƒ Ƙƒƨđǆǅ : Ɣǒ ƮƧ ƧǴǉƒ ƥƕ (đĒ)
.dĒ- dĐ ƭ   Ŭčěēē ýǒƧƕƥĎĒ ƻƮ Ăǒƒ ƨĂƧ
:ýđǅ ƥĂđǆđǆ łƮ Ǵ łƼƮ ƕƧƲƪƊǴǅƼƊĂƥƧĂ Ǚ ƙƒĂƮ!ƒ ł ƥǴ ƥǴƊýĂơ (đē)
Ŭčěēē ƧùǴƧƕƼǙƉǆŇǉƒ " ƴđǆđǆŇǉĂ Ĭ ƊǅǅƮ ƙƒĂƮ!ƒ ǇđǆǂƼƮ : ƧƲǇǂ ǉĂ"
": ƧǴƤđǆƧǒǉŬčěēē ƧǰƧƕƼČ ƉǆŇǉƒ " Ĭ ƙƒĂƮ!ƒ ƳƧǴ Ĭ ƊǅǅđĐƲ łƊǆ
Ĭ ƙƒĂƮ!ƒ łđǆƞ ƥƕǇƥǴĂ" Ŭčěēē ƧǰƧƕƼĚ ƉǆŇǉƒ Ǚ ƙƒĂƮ!ƒ ƥƕǴđǆ.ƧƮ Ƶ
ƧùǒƕƼčč ǴǴƮ đǆ" Ɣǒƞƒƒ ƳƧǴ ƟǴƞƘǴđǆĂƒĂ ‖ƧĂĂǇƥƕƲƥƞ ǴǴđǆ-
ƧùǒƕƼĎĎ Ǚùǒ ƧĂǉǆƒ ǙǇǴ đǆ Ɗǆǅ!ƒ ƥƕ ƧĂǂƥĎǅĬ ƙƒĂƮ!ƒ Ʃ Ƨƥ Ŭčěēē
Ĭ ƙƒĂƮ!ƒ" Ŭčěēē ƧǰƧƕƼď ƻƮ Ăǒƒ ƨĂƧ ǙƶđǆƧǒǴƧǂ " Ĭ ƙƒĂƮ " Ŭčěēē
Ŭčěēē Ʃ ƧǴđǆĎě Ǚƻ Ăǒƒ ƨĂƧ ǙǴǂƨ ƥƥƼƧĂǂƥĎǅƮ Ǵ !ƒ ýđǆƒ ýƕƦ đǆ
Ʃ ƧǴđǆǙùƶđǆǅ ǙđǆƮǴǇƊǉ! " Ĭ ƙƒĂƮ!ƒ ƖƧŇǴ Ĭ Ɗǅǅ!ǘƱǰ Ŭčē- čđ ƭ
.čďďƭ   ŬčěēĒ
.čē ƭ   ǎƥŇǰ ƧǒǴƧǴĂčĒ ƭ   Ŭčěēē ƧǒǴǰđ Ǚƻ Ăǒƒ ƨĂƧ (đĒ)
Ʃ ƧǴđǆĎĎ ƻ ùƮ Ăǒƒ ƨĂƧ " ƘǴƧơǇǆǅƧ łƶđǆǴ!ƒ ƘǴǴǴ " Ĭ ƼǴ ƊǅǴ (đě)
ēđ ǴǴǴùƲ Ʋ ǆǗƒ ƺǒƧ!ƒ Ĭ ƼƧǴƦǘ! ǇƥǒƞłǴƮ Ƶ" ǙĎď- ĎČ ƭ   Ŭčěēē

.čĕēĐ ýŏžļƶčĐ ł ŏžĂŋŀžƚ ÜĿĵƐƚŭ 5ĠƚŎĠĿĴžƚĂƥƚ Ƨŧ ĠƘƥdžĠƃ
ƥƚŭ 5:ýŋƚƧ NƥĎž ýŏĂok LĂƥŋƚƧŏ Ǔƚ DĠĿŋƚƧŏ Ǔƚ łơĠƥƲNƑĿýĂơ (ĒČ)
DƝƥ" :(ƥ) ʒ!Ġ!ƚ ƥžŏ lƥĂŋ ǓčēČ- čĒĒ ƭ Ǖ ƥĠ ƙƥǓƚ ƟĠƚǓƚ ƚŔNj:(ƥ) Ĭ ƪ Ƨdž
ĭ ƧƮ dž ƥĠ ƙƥǓƚ Ĭ 5łƥŽƚ KǕĂoƦĎŽƪLƚĠŭ ƥĠ ƙƥǓƚ ƟĠƚǓƚ łƪ Ġ KǕǕƥ
- čĕđĎ Lƨù ƿ ýù lŏ Ŏù 5ĭ ƧƮ dž ƥĠ ƙƥǓƚ ɤ Ġŧ Ŏ5łƪ ƚƧƥ) "čĕēē- čĕēč
ƭ ǕƧƮ dž 5ĭ ƥĠ ƙƥǓƚ ƟĠƚǓƚ łdžĠdž ɤŏƮ ƧƥĠƚ ƥžŏ ǕdĕĕƭĕƮ (čĕēd'
ýŀƚ dž Ƨƚƥ Ǖ !ĂǕƚ łžƦƚ ǓƥƧĂƦ dž DƤƞ ƦƚƦ" : (ƥ) Ĭ ŧƨ ăƨdž Ǖdē- čdĒ
KĠNƚƙƚ ýĂơ" (ƥ) ýŏƞ ƫƚƥž ƥĂdždž Ǖ dĔĕ- dĔĒ ƭ ǕčĕĔĒ lƧNƥƚ Ŏlƨž!ƚ
ƧƮ dž ƥĠ ƙƥǓƚ ƟĠƚǓƚ łƪ Ġ ýƲ Ŏ5ĭ ƧƮ dž ƥĠ ƙƥǓƚ Ŏ5ƫ ĠƚǓƚĂ ýƪ ĂƦƚ
.dĔd' ƭ ǕčĕĔĐ NƥĂŏ Ǖdčē ƥƥž!ƚ ǓƧƮ Ġdž
.čĕēĒ ƧhŏƥŽƥ čđ DƥžNǕƚ (Ēč)
lƎLƥƵǕčĕĔČ- čĕđČĭ ƧƮ dž ƥĠ ƙƥǕ! Ĭ žŏ!ƚ lƚĠƦǕƚ " (ƥ) ƧƚƥĂƥ ƥdždžƵĔĐ)
.ĐĐ- Đd' ƭ ǕčĕĔĎ ǕłŏƥĿƚ Ǔƚ Ƨ ƧĠdž
.Ďčď- ĎčĎƭ ǕɤƲ ƫ!ƚ Ƨ ŏƧƤ : ýŧŏNjĿƥƚ ơ ƥdždžƵĒd)
łùƑơƚ ǕĠŋƑĿĂ ĠƥƚŭƮ DƧùƮ dž 5DƤƞ ƦƚłƥŽdž (ƥ) Ĭ ŧƨ ăƨdž (ĒĐ)
.ĐĕĕƭǕčĕĔČ ǕƧNƥƚ ǕɤĠŧĐŽdžƚłŏƧƮ dž
ĂùơLƫ ùŏƧƱƚĂ łƥĠƮ ƙǓƚ ƧƮ dž dždžĐ" : Ĭ ƥƦƚ Ĭ LƥĂƚ ýdžƦƚ ɤƨơ (Ēđ)
.Ďč- čē ƭ ǕčĕĔĐ ƧƥƧƕǕƧNƥƚ " ĠƚƵƚĂƧƤ!ƚ
Ĭ ùDŽƧƧĂù dž łùŏƚƚ – łŏŽĠƚǓƚ KƚƧŏdž" : ăƧNƚŋ!ƚ ƥdždžĠNj(ĒĒ)
DƥŽƥǓƚƧĂùƦƥł!ƥƧ " KĠƥǓƚ Ŏ5ăƧƮ dž ýdžƚdž Ĭ 5lĠơ!ƚ łŏŽĂLýŧTk
.đdđ- dĐĔ ƭ ǕčĕĕĐ lƧNƥƚ łždžƚ ǕɤƥǓƚ łƥŽƚĠƚǓƚ
.ēē ƭ ǕčĕēĒ Σ ƧĠdž ƨƪ ĂƚƧƧĂƧ (Ēĕ)
.čď' ƭ ǕčĕēĒ Σ ƧĠdž dƨƪ ĂƚƧĂƧ (ĒĒ)
.Đ ƭ Ǖčĕēđ ƧhŏŽĿýĂDǓ ƥĠ ƙƥǓƚ DƥžNǕƚ (Ēĕ)
ƧùƚƧƕǕùžĎŽƚ " ƧĠƪ ƚĂ łƥŧ!ƚ LƥƧƥƚNƚdž " : Ĭ !ĂƤ!ƚ Ĭ ƫƱ (ēČ)
.čĒ- čđ ƭ Ǖčĕēē
ƧƥĠLŏ DƥžNǕƚ) ƧƲƚĂ Ǖdď- čdĎ ƭ ǕƚĠ ýŋƧdž łŋƚĂƤ!ƚ ǕŽ (ēč)
.(čĕĔĐ
.čĒĕ ƭ Ǖčďƭ Ǖ ƚĠ ýŋƧdž ƧĂƥƥdždžĐ(ēĐ)
Ǖù ŏĂŋŀžƚ " ƥƧĂƦƪ dƚĂ ..ƚƧĂùĐŽƚƪƚƧƮ !ƚ łƮ ƿ": ɤŏƨ ƥdždžĐ(ēd)

.čĕēĒ Ƨhĝǯǭƥ̈ĎČ
.čĕēč Ƨhĝǯǭ ĕ ƚǒǍŋǰǯĂ Ǖčĕēē Ƨǒǥǰď ĎǮŇǰ (ēĐ)
ƚǒǥ ƙǖǰ Ǩ Ǒ̈ǭ ĎǮǮǮǮƚ ƒƨþ : ǮǮ ǇƸƬƵĂ ƚ ďǮ : (þ) Ĭ ĐǮŋ Ĭ ĎǮ
ƭ Ǖčĕēē ƖƸŇǥ Ǖǥǂ ƚĐǮďǮ ƚǒƸ ďǮ ƚǭŋ Ǖčĕēē- čĕđĎ ƸƮ ďǯ 5
.ĎĔč
.ĐďĔ ƭ Ǚ ư ǯ 2 ǒƤ : ýǂǒŇǰǭǰơ ƥǒǯďǯ(ēđ)
ƚďǯƸĐǮǮŇǰ ƨǂƸďǕ !ĂǕ ƚƶǓ Ǖǰǯǯ ƒŇǰǨǒǒ: Ǉǰǰ Ǉǥŋǰǯ(ēĒ)
.čĔĐ- čĔď ƭ Ǖč Ĕ- čē ƭ Ǖčĕēč ǕƸŇǭ ǕƬǇǰĂ
‖ǔŋƙǔ Ǜ! ƭ ǔƮ Ƥďǯ Ǉǰ ďǯ ĎǮǒǮǂ ýĎǯ ƥƸǒ ƥǰǂ ǇĎǉŏǔǒ(ēē)
Ǵŋ ĎǮǮ Ĭ ǔƙ Ǩ ǴǯǕ Ĭ 5ƚďǯƚơ ƥĂŋ ýǂ ĎǮ ƚǒĂƸư ýĎǯ Ǉǰďǯ ƕƬ
Ƹǔ ǒĂ ǕĎǴďǯ ƥǔ ďǯ ƥǒďǯ ƚǂ ǇǰǮ ďǯ ĂƬ ǇǰǮ ƸǒǂƸǒǂƙ.ƚǒƬ ýĎǯ
Ƹhǒƙǔ ď ƸĂǔ Ʈ ďǯ " Ǩǒ Ǵ Ʈ ƙǰ " ǥ ǴǇ ǯ Ǉǰ Ǖčĕēē Σ Ǚ Ʋ ĎǕǕǓƤƙ
ƚǔǒƙ Ĭ ǔ!ǫýǔƙ Ǖ Ǉǰ ďǯ ƸƮ ďǯ ƥǴ ƙǖ : Ǉǰ ơ ýƥǯ :ƸǕǕ čĕēĒ
ǕƸŇǥ Ǖ ǔƕǯ ýƕǔ ďǯ Ƹƥ Ǖǔǒǰ ƚƶǓ Ǖ Ǉǰ Ǉŋ čĕēĕ- čĕēĐ
.ĎđĐ ƭ ǕčĕĔĎ
– ƥƸĂƙǔ ďǯ ǪǴ ƕĎ ƥǒƙ ƚďǯơ ǨǕĂǒďǯ ǰǂǯ ƖƸƙ ǰŇǰǨ ƥ Ʈ (ēĔ)
ƚǔǒŋƸǴ ƖƸǴŋƙ ƸǔǒĂ ƸƸþ) ƚǭƸǂ Ǖ ƚǂǯ Ǉǰďǯ ďČ ƥĂơ Ĭ 5ýĎǯ
Ĭ ƩƸďǯ ƥĂďǯďǯƸǕǕ(ǨƸƸ ƸŋƮĎ Ǉǰ Ǉǰ čĕēē ƚǰ! ččĕ ĐǮ ǇĂǒǰĂ
ƭ ǕĔ- Ē ƭ ǕčĕēĒ ƸǒǴǇǭĕ " 2Ʈ Ăǯ ƨĂƸ " ƖƸǴƙ ƸǒĂ ƚ ǭơ ƸǓƤĎ
ǨǴƶǴǯ ƸĂþ – ƸǔƮ ďǯ ǔ5ƚǔƮ ǭ ǯĂ ýǒǯďǯ(þ) ƥǭ ýǒǂ Ĭ ƩǓƮ ďǯďĒ
Ǖ ǔƕǯ ýƕǔ ďǯ Ƹƥ ǕčĕĔč- čĕđĎ ă ƸǔƮ ďǯ Ĭ Ʈ ǭ ĎǴǰ Ĭ 5ǑǑǯ ďǯ
.ĒĎ- ĔǑƭ ǕčĕĔď ǕƸŇǭ
.ďĔĎ ƭ Ǖǒŋ ƸǴ Ǉǰǰ ƚďǯĎ(ēĕ)
.Đĕ ƭ ǕƶĂǑďǯƚƕ : Ĭ Ʈ ďǯǯ Ǉǰǰ ýǔŋ (ĔČ)
ƸǒŇǥ ďǯĎǯ ƥǴ Ʈ ƙǖ ǪǴƶĎǯ ǭ ǯĂ ƚǒǴƙǖ ƚǭĎǯ " : ƥƬƸ ƥǭ (Ĕč)
ƭ Ǖčĕēđ ƸǯƸ5ǕǨĂƸǔǕǒǭŋ ƸǂƸƥ Ǖǒ Ʈ ďǨǴǂ "Ʈ ďǯ 5ƚơǴǂ
.čĐđ
.ƸĂǂďǯ ǥ ǴǂǇǰǮĎ- ēđ ƭ ƸǕǰ(ĔĐ)
ǨĂǔǒǭ: Ĭ ǔư Ǵ ƥĂǔ ďǯďǯ Ǵǂ ‖!ǂ ƸǕǕ čĕēĒ/čČ/Ďē ĎǮŇǰ (Ĕď)
.(ĎČĒ ƭ Ǖǒŋ Ǵƨ

.(čĕĚČ ĂđĂčČ) ĎĚ ƒƥƶ!ƒ Üŀŏčţžƨ!ƒ ŀƥŏƨŋ!ƒ (ĔĐ)
.dĔĐ- ĎĔď ƭ Ŭ ƙƨŋƙ ĿdžƘǴƼƮ : ĿƌƞƷ ƥƌdžĐĿƌƞƷ (Ĕď)
ĿǍƧƤǈĂ Ŀƍ ƓƥƍĮ !ƒ : łƮ Ǿ łƼƮ hƨŨĐǀ|| ƒƦƈłƨƒƥŬƒ łƘƥƨ!ƒ ƧĂƥ ýĂơ (ĔĒ)
ƭ ŬčĕĔĒ ŬƧƝǴ|!ƒ Üƨ ƧǴǽdž ƧƒƥŬƴdžƞŋdžĂ ƾơ!ƒĂ Ƨ‡ƼƒƮ – ƧƮ dž ƼĿǴŀŬƒ
ŀƧƝǴ|!ƒ Üŀ ƌƥơ!ƒ ăƧƮ dž ɣƙ‡dž ɣƞǴdžŽă ƥơƙƒ : ǋƙƼƒ ĂŉĐƥƌdžĐ.čdĕ- čdĔ
čĕĔč- čĕēČ ŬčĕēČ- čĕđĎ Ŀƌƞǂ Ŀƌƨ Ʈ dž ƝƒƘƒ ƥƨƮ .čĒĔƭ ŬčĕēĔ
ɣŀŭƮ : ýƥŭĿƍĬ ĿǴdžƏdē ƭ ŬčĕĔĎ ŬĸĂƨŭŉŀŭ Ǵ ĿƼ Ƨƒƥ Ĭ !ĂŬƒ łƶƕ!ƒ
.dĔĒ- dēĒ ƭ ŬłƘǴ ɣŋƧdžƷdžƸ!ƒ ĸƮƓǴ !ƒ
ƾŭŭƤŬƒ Ɗƌŭŋƶŭ ɣƧƺ!ƒ Ĭ Ƽ) ĎČƭ ŬčĕēĒ ýƥƨƉčĕ Üƨ Ʈ ĂŏƒƨĂƧ (Ĕē)
.(ǑǴƼŬƒ ĿĂƥƙƥĂ
ƊǴƶ!ƒ ăƮŭ!ƒ" :(ƥ) ĿƌƶƧŭ!ƒ ƥŭƶƨ ƱƒĂƶ – (ƥ) ƊƞƓ łƥǴƼƿŭdžƧĐƼƒ(ĔĔ)
ǴƧŭ|!ƒ ƥƧƛɣƒĂŉĐĿĂdž dž ƴdžƇĬ Ƽłƚ ƒƧƥ"ĸǴƘƒŭ!ƒĂ ĸǴƘƮ !ƒ Ĭ ƼăƧƮ dž
ŬƧƝǴ|!ƒ Üŭ ŏƘǴ!ƒĂ łǴƙǴŬƒ ł ĂŉĐŽdž !ƒ ƨ‡ƧdžÜ ƨƮ dž łƼƥƮ !ƒ Ĭ Ƽ
ĸǴƮ Ǵ Ă łŭư ƧǴǽdž ɣƒƨŭơĐ.ŀƧƝǴ ƥ !ƒ ɣǴ‡Ă Ŭƭ ŬĐČ ƭ Ŭčĕēĕ
ƥŭƙƷ ƥŭƌƐĐčĕĔĒ ŬƧƝƒŬ ŀƨ!ƒ ƨ ɣĂdž ƧƥŬƧƮ dž Ƽă ƥƓ ƙŬƒ ǑǴƼŬƒ
.čdĒ ƭ ŬčČĒ ƭ ŬĔđ- ĔĐ ƭ ŬŏĂƒ ŀǴ!ƒ ɣǴƤ (ƥ)
ƒƦƝƧƤĐĂĐ‡ƬĸƮ džŎƙƒ ŀƧƙƒ ŀƥƝĸǴƙƝŭ ƶƴdžƙĬ ƙƨ‡ƒƦ ĸ!ƒƨŬ (Ĕē)
: Ʊdžƒ
ǋƒƥ ĂŉĐɣĂŋ!ƒ Ŀdžɣƶ!ƒĂ .. ǋƒƧƼƒĂĐǴĂ Ĭ ‡Ʈ Ă ƒĂƧƮƕ*
łư ĂĐŎƼŀƧƮƶ Ŀ‡Ʈ ŀƌƓƒĂ .. łư ĂdžƤƈƒĂ ŉƌǴƞŋ*
ǋƒĂ ǴƤĂƥ ýĂƒƼ ǴƒĂ .. ǋƒƧĂ ǴƞŽ ƒĂĐǴƞǴŋ*
ĸǴƒƧƦ ƒ ŎƼĬ ĿƌŉĂƝĂ .. ĸǴŀĂ ƊŽĬ Ŀƒŏɣƶ!ƒ*
ƧĂƮ ƥŎƼĿƌƮŏƶ ƒƧƺĂƒĂ .. ƧĂơŋ ŎƼĿƌƮŏƶ ƒƧ|ƼƒƧ*
ƝŀƨǴƒĂ ƧƝǴ!ƒ ɣǴ .. ƝŀŭčǴ ɣǴ ǑǴƼŬƒ*
ƧǴŭƮ ƌž!ƒĂ ƧŋǴƒ ɣǴ .. ƧǴŭŭƌĐžƒĂĿ ɣǴ*
łŭƮ ƒƥ ŬƨǴĿčĕ ŬčĔ ŎƼƧƮ dž ƾƺƒƨ!ƒ ƥƶ Ŀƍ ơ) ăƧƤĐŭƙdžƧĐƒ
ŬĔĐ- Ĕč ƭ Ŭčĕēĕ ĸĂƧŭŉŀŭƊdž ƧƒƥŬ ŭ!ĂŬƒ łŭƶƕ!ƒ łŭƒƓĂ łƥ Ǵ
ƧƒƥŬŭƉƒ łƶƕ!ƒ Ŭɣƶƭ!ƒ Ŀƶ ɣǴƥ: (ƥ) ł!ĂƒƨƧƍ ĸdžƶ ƶ) || !‡ (čČčƭ
.(Ĕđ- Ĕďƭ ŬĐē ƭ ŬčĕĔč ĸĂƧŉŀdžƶ
.dĐƭ Ŭłƙ!ƒ ɣŋƧdž: (ƥ) Ĭ ƊƶŋƒĬ Ɗƶ(ĕČ)

Ƨſþ Ü ù!Ǿſ DǢ!ſ ýĂþ ŎƼƧǒƨoƙſ K'Ǵ Ǿ Ă LĂ[illegible]ſ ƚ Lġdž(þ) Ĭ ǂƨ ă ƨdž (ěč)

.ēd' f Ǘěěč ÜƧNǤſ Ü ŋ ſ ƚ ǌ Ǔ dž ƧTLſĂ ƚ Z[illegible]DŽ !Ǿſ DǢ!ſ

.dƭ ǗěĔd' Ƨǒ[illegible]čě Ü !Ǧǖſ " Ƨǒ[illegible]čě ǗĚ ŎƼ Ɵ ă ƙſ ƽ ǒƧǓ!ſ (ěĎ)

.Ě f Ǘěēē Ƨǰ Ƨ ƕ Ü ƚ z ǒ Ǳ " ƧǴ ǒſĂ ƚ dǍ o!ſ L[illegible] ƨ ǒǦ Ƨ ǒNǴ ǅ " (ěd)

.Ďč f Ǘěēē Ƨǒ[illegible]DĚ ƧĂ Ʈ dž (ěĐ)

ƚ ZĂ d[illegible] Ž L dŽ d[illegible]!ſ [illegible]ŽŽ (Ƨ[illegible] dž ŎƼ Ƨ[illegible] ƕ[illegible] ƚ !ǴƧ) Ĭ L[illegible]ǒ!ſ ý[illegible] (ěđ)

.ě- Ě f Ǘěěđ ÜƧNǤſ Ü ɣ [illegible]DŽdž!ſ ƚ ǒ Ʈ dž ƚ ſ[illegible]!ſ N[illegible]ŽD

[illegible]

(*) [illegible]

[illegible] (ج) [illegible]

[illegible]

[illegible] (د) [illegible]

[illegible]

(*) [illegible]

[illegible] .[d] [illegible]

[illegible]

[illegible]

[illegible] .[Đ] [illegible]

ŬčĕĔĔ DĞźŽ Ĭ 5%dĔ Ŭ%Đč Ŭ%dď ɣďẑRĢú ǚλf ýĂþf Ĭ 5ƧĜþǕf ýþzdž
Ĭ ù5%dČ Ŭ%dē Ŭ%ĎĔ ɣďẑRĢú ǚλf ýĂþf Ĭ 5ƧĜŽ Ǖf ýþzdžƩDŽþơ Ĭ 5
KǕþùzdžĿǰdž DŽŽKƧĢ ƧĜþǕf KǕþzdžĿ5ƠƢfĂ ĂNjĢĂ .[(d)] ǋĿDĞf
Ŀǰdžù ďDŽf ĢfƧĜŽ f ýĂdžKƧĢ ĢǰĬ Ŀzö ĢdžλǚλfĿþDŽĬ 5ƧĜŽ Ǖf
ĢǰĢdžƠƮ ƮĂ ǕƧĜ!f Ŀdžý ýfĂdžĿ ǰdžNǰþ fĂ ǯǚ ĢdžþƮ ƙĂ Ǖ ďDŽf ĢfƧPþdž
.ýfĂdžf Σ ĂƋƧ Ƨþƫ ƙ

DĞ Ŀǰdž ĿĜf 2 Ʈ Ŀf Ŀǰdž ĿþDŽĬ ǰNjKǚƨơ Ĭ Ŗf ɫďþĢ ƙþǕf ɫdžǕf DžĂ
ɫùdžǕf ǰNjĿDĂ KơƙĢdžĂ KƧdžf ĢǰǕǫǕčĕĕĕ DĞ KĢþǚ ƙơĂ čĕĕē
Ŭ%đĐ Ŭ%dČ ɣďẑRf Ĭ DŽ ǚλf ýĂþĐKǳDŽ ƧdžĢf KǕþzdž ďþơƙ Ĭ 5
Ŭ%dď Ŭ%Ďđ ĂùơĿĢǰƧĜŽ Ǖf KǕþzdžKǳDŽþơ Ĭ 5ŬčĕĕĕDĞ Ĭ 5%dĐ
ýþzdžĿŽ ƧĜþǕf ýþzdžĿƧdžf ĿþĞ!f Ƨǰƙ ĞƠ ďDĢǰĂ .[(Ē)] ǋĿDĞf Ĭ 5%Ďē
ƧĜŽùƮ Ǖf ýùĂdžĬ 5ĞĢĐĢþ Ĭ DŽþdžƙ ýĂþf ǰNjĿĐĬ Ŀzö ĢdžƧĜŽ Ǖf
Nǰơ ƧŖĂ ǯǚ ĢdžþƮ ! ĢfƧPþdžĿdžDŽɣĿĢ ƚ ďƮ PƙĿŽ ǚơ 5ŬĢǚ DŽf
.ǕƧĜ!f Ŀdž

Kþùdžf þ5þǰďĂ ĢƨďĢĂ ĿƮ !f DžƙĂ ýĂþf Ŀdž**ǚþĞĔǰƳNǰĂĐĢĐŽ**
ăþĢƮ ƙþǕf ƲĂùnǰĂ ɫùďDŽf KfƧĜŽ Ǖf ýĂdžĬ 5ɫďDŽf KfƧPþdžĬ DŽŽ
Ĭ ù5Ĭ DŽǕf ƧƕƙƳĢƧǕf ɫǳĢƧĜþf KǕþzdžĢǰþơƙ ýǚP ĿdžƮ ĞĐĿƧĂƮ ƕ
Ĭ 5ɫďǰǕf ýfĂdžf Σ ĂƋƧ Ĭ DŽ ďDŽf KfƧPþdžǰNjɣĿĢ Ĭ !ǫKþdžfĂ ǕDĞf
ĿƧĂþ ƧĢdžĬ 5ɫǂƧĢDŽŽþDŽǁDŽ!ǫKƕǰĿƧTĢdžǰDKfƧĜŽ f ĿƧĂƮ
ƧĢPþǕf ýþzdžƩDŽþĂ .ɫďDŽþfĂþĬ DŽŽKƮþǚ ƙf ăþĢ ƙþǕf ƧĜþǕfĂ Ădžf
DĞźŽ %čĕ Ŭ%ĐĐ Ŭ%Ďđ ɣùďẑRĢþǰďĂ ĢƨďĢĂ ĿƮ !f ĿdžɫĬ 5Ĭ DŽf
Ĭ ùƙfĂ ĿþDŽĬ ǰNjĬ 5ƧĜŽ Ǖf KǕþzdžýdžĜ|ƙɫĿfĂdžKǕþzdž NĂčĕĔđ
ĿǰƕĢdžŽǕǋƮ ǰĿDĞf Ĭ 5%ĎČ Ŭ%ĎČ Ŭ%ĐĐ ɣďẑRĢú ǚλf ýĂþĐKǳDž
DĞźŽ Ĭ ù5Ă .DĞf ǁ!Ŗ Ĭ 5%ĎČ ƩDŽþdžf ƧĜŽ ǕfĂ ƧĜþǕf Ĭ !þzdžƮ Ădž
Ŀþơ Ĭ 5Ŭ%ĎĔ Ŭ%dĔ Ŭ%dē ɣďẑRĢýĂþf ǰNjĬ 5ƧĜþǕf ýþzdžƩDŽčĕĔĔ
ƠùƮ ĂdžĿƕĢdžŽ ǋĿDĞf Ĭ 5%ĎĔ Ŭ%ĎĔ Ŭ%dĔ ĢǰƧĜŽ Ǖf ýþzdžƩDž
ýþùzdžƠùƮ ĂdžùDŽþơ Ĭ 5ŬDĞf ǁ!Ŗ Ĭ 5%Ďď ƩDŽ dĞf ƧĜþǕf ýþzdž
ĞƕďǁƙKƧdžƮ f ɫ ǚλf ýĂþf ĿĐăĐ[(ē)] ǋĿDĞf Ĭ 5%ĎĐ Ĭ dĞf ƧĜŽ Ǖf
ĿǰźŽ ýùǵdžăĂƙƮ dǰĢþĬ DŽf ƧĜŽ ǕfĂ ƧĜþǕf KǕþzdžĿɫfĂƙĬ DŽŽ

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

Ĭ ùĐžŽĽĿĢǂ ŃIJĂ ł Ţ Ǥ ǗǤĂŋĵdžčĕĒď ĐǇ Ĭ 5Ư ȘPLdž ƧƓƥǕƒ ýƥzdžýzŋŏ
Ǥǯ5ýƥzdž ƒŔŃĵĐŽǨƒĂ lƧĂǤţĵĂ Ǿ ǒĻĵĿĂ łǒĂŋ!ƒ ǤƧĂǂ ýƛdžýĂƥ ĿĵdžƧŏǂ
ĐŭŏĬ ǨƒłǒƧǤǨţ Ǖƒ lĂŋ5ƒ ĿĐǤž.čĕĒď ĐǇ Ĭ 5%čČ Ǚ%Ĕ Ǚ%Ĕ ɣŏƧǨǤǒ
ĐǇ ăƧŢ dž Ĭ !ǤǕƒ Ĭ ĐǒǇŊǨĵ Ŀĵdž%Đ ƥĂƥơ Ĭ 5ǨĿǦ ǕƧƓ!ƒ ĿĵǤǞǕž
.čĕĒď

ƧhĂùǨǂĐɣƧùơ ƥzhŏ ƥǤ ǨǕƒ ƟǤĵǕƒ łŢ Ǿ ! łŏƧŢ dž łdžǂơ!ƒ Ĭ Ŀƥydž
ɣǤǒ! łùŋǒǂĵ ƧǤƤǕ! ýùŏdž ýŋƒƧĂ łĐǨĵlƧĂŢ hĵ|ǖŋţ ǖ! ýŏdž ý5Ǩƒ
ĐǕùưǨƒ ýƥzdžƔǤƧǕ ǤǒĐłŋǒǂĂ ǕƧƓǕƒ ƨ5ơ Ĭ ĐžŽĂǨłŏĂdžǂłŏŋǒƧǨţƒ
ƧǤ5Ǖ łŋǒǂĂ ǤĐŽ |ǒơ!ƒ ĿƥǤƒ Ƨţ ýzŋ ǤǒŏţǕƒ ĿƥǤƒ ƧǤţ ĐƨĂǤŋǒ
ǤdžǨƧǨĬ 5łǂǖŋţ Ǖƒ ýĐǇ ĿĵdžƧŏǂƒ Ĭ ĐžŽýŋdžɣĐǇ Ư ŏǂǨ ||ǖŋţ Ǖƒ
łù!ǤǇĐǕùǂƒ ǕĂƧùƤ!ƒ ĐǤţ ||!ǂ .čĕēď ƧhĂǂĐčĕĒē ŃĵĂŏĬ lƨơ Ŀĵư
Ĭ 5Ă ǕĿƒĐǇ|ĐŽ 5łǂǖŋţ Ǖƒ ƱǤǕƒ ƥǒĐž 5ŊǒƤǇƒ ĿƥĐŽ 5ýǒǇĐŽƧŢ dž
łĿǦdžĂ Ĭ !Ǥdž ýưĂƒ Ŀţ ǒǨ ƥǂǂ Ĭ ƶǤŋǕƒ ƧƤǤǨƒ ýĐŽ|ǖŋţ ƒ ĂơĿƔǤĵǕƒ
ýĐǇ ljŔŃĵýƛdž ǂĐǨ dž ýĂƥ ĿĐƻž ǕƧƓ!ƒ Ĭ 5ýǒǇĐŽĂƧƤ!ƒ ƥzhłŏƶǤŋǕƒ
.Ǥǂǖŋţ Ǖ ǤǒǂƤƱǤdžǂǨĐž

Ĭ 5ǤǒĐĐǂ ǤǒŏƧƓ!ƒ ĿĵdžƯ ƒƧǨǕƒ Ĭ 5ǤǒĐƔǤĵǕƒ Ĭ Ńłŋǒǂƒ ǨĿǦĂ
ƒŔŃýƲ Ĭ 5Ă Ǖŋ Ă Ŀǂdž ŋƧƓ!ƒ Ư ƒƧǨǕƒ ĿĐǤǤ ƧƓƥǕƒ ƨ5Ăơ 2 Ǥưǫ
ýƥzdžƀùĿǤdžčĕĔĒ ĐǇ Ʊ|5%Ĕ Ĭ !ǫƧŢ dž 5ƧƓƥǕƒ ýƥzdžĂŃǨyưĂƒ
%ĎČ ƩùĐǕ|5ƧùŢ dž 5ƧǤǨţ Ǖƒ ýƥzdžǤĐ ĐǇƒ ||!Ŕ Ĭ 5%Ďď ƩĐŽdžǇ
łŏƧǤǨţ Ǖƒ lĂŋ5ƒ ĿĐĬ ĿzŏƒŔŃĂ.[Ĕ] ŃĵĿĐǇƒ Ĭ 5%ĎĎ ƩĐŽdžǇ ýƥzdžĿǤdž
Ĭ ù5ăƧŢ dž Ĭ !ǤǕƒ Ĭ ĐǒǇŊǨĵ Ŀĵdž%čĎ ǨžĐǕƧƓ!ƒ ĿĵǤǞǕžĐŭĬ Ǩƒ
.čĕĔĔ ĐǇ

ĐǇ %čĐ ƨĂǤǒĐŃĵǕǫǕƧŢ dž 5ƧƓƥǕƒ ýƥzdžĿţ ǒǨ ǨǕĂǤdžƻžĂ
Ǖ[ĕ] ŃţĿĐǇƒ Ĭ 5%Ďď ƧŢ dž 5Ĭ ĐǒǇƧǤǨţ Ǖƒ ýƥzdžƩĐŽƥơ Ĭ 5Ǖčĕĕĕ
Ư ĂƧƥlƧĂŢ Ĭ 5ǕƧƓ!ƒ ĿĵǤǞǕžĐŭĬ Ǩƒ łŏƧǤǨţ Ǖƒ lĂŋ5ƒ ƥǂǨ Σ ǂzŏǤǒ
.čĕĕĕ ĐǇ ăƧŢ dž Ĭ !ǤǕƒ Ĭ ĐǒǇŊǨĵ Ŀĵdž%ĕ Ĭ !ǫǕƧƬǤǨƧǤǨţ ƒ ĂĐ

ƺǒǨ ĿǂĂ ǤĂţĵ %ď ƨĂǤǒýŏƧ Ĭ |ǒơ ăƥǤ Ǩƒ ĂdžƺǒǨ ĿǦ ƒŔĂ
ǨǤţ ơĐǤ|5Ă %dČ ƨĂǤŋǒƧǤǨţ ƒ ýƥzdžɣĐǇŃĵǤĐĬ ĐǇĐǇ łǒdž

K'ƒƨPþù dẑĪ ù5ł [illegible] ǯ ǭoƙ ă ƧĂƨư !ƒ Lǆ[illegible] Lǯö ‖ !Ʀ Lǆ [illegible] ƙǭǕ ƒ
lƧù T[illegible] ł ǒǉ Ǖƒ K'ƒƨ[illegible] Ǖƒ ɣ Ʀɳ ł [illegible] Lǚ oƙ ýƲ Ī 5Ī ƙơ ƧƮ dž 5ł [illegible]
[illegible] ƙ ƻ ƵǤ ƙŏ LǕ ł ɳǤ Ī 5ă ƧƮ dẑ Ƨ[illegible] Ǖƒ ýþƶdž LǅýǍ!ƒ Lǂ[illegible] .ƧƮ dž !ƍ
łǒƵ[illegible] !ƒ ýǍþƒ ƻ Ǥ dž !ƍ [illegible] ƙƒ [illegible] ǯ |oƙ LǅƧƮ dǅ'ƥƒƧǅ[illegible]
Ī 5L[illegible] LǅɣɳŏƧ[illegible] Ǖƒ ƒƦǌ[illegible] Ī Ʀƒ K'ƒƨ[illegible] Ǖƒ Lǅ[illegible] Ǖ[illegible] !ƒ
Σ ùƮ ǅĪ [illegible] lƧĂƨư LƩ ǆư 5Ǖă ƧƮ dẑ yǒ[illegible] dẑ [illegible] Ī Ʀƒ K'Ǖ[illegible] dẑ
LǅƧǍƮ ƙ[illegible] ł ǒɳƧ[illegible] !ƒ ǯ ƒǍ ǖ! ł [illegible] ǯ 5[illegible] Ī [illegible] Lǆ[illegible] ! ł ǭ 5[illegible]
ƻ ùƮ ǔ! [illegible] ǍǊ [illegible] Ǖƒ ýþƶdžy[illegible] Ī [illegible] ƻ Ǎ ł ǒǉ Ǖƒ K'ƒƨ[illegible] Ǖƒ
[illegible] ǋýù ƛdž Lǅ‖ ƒƨƍ ɣ ù ɳǍ .Ƨù Ʈ dž 5ł [illegible] ƒǍ ł ǭ Ǥ !ƒ ł [illegible] Ī 5L[illegible] !ƒ
ýǖùP Lǆdž[illegible] LǍdž[illegible] Ī 5‖ Ƨ[illegible] Ǖƍ Ī [illegible] ł ǒǉ Ǖƒ K'ƒƨ[illegible] Ǖƒ
łǒƧǍƨùư [illegible] dž ł [illegible] K'[illegible] !ƒ [illegible] K'[illegible] ƒƦ[illegible] Ǎ .Σ [illegible] dž
[illegible] ǍƵ[illegible] Ƨ[illegible] Ǖƒ L[illegible] Lǆ[illegible] ł dẑ ł 5[illegible] Ƨ[illegible] Lǆ[illegible] Ī [illegible] Ƨ[illegible] Ǖƒ ƨƍ!
Ī L[illegible] ŏ ă Ʀƒ ă ƧƮ dẑ Ƨ[illegible] Ǖƒ ýþƶdžy[illegible] lƧĂƨư Ƨ[illegible] ǋ‖ ǚ[illegible] Ǖƒ
K'Ǥ Ʈ [illegible] !ƒ Ī ù5[illegible] Ī Ƶ[illegible] ŏƒƦǋǍ .L[illegible] !ƒ K'[illegible] ƒ Ī 5[illegible] ƒ Ī 5K'Ǖ[illegible]
ƧǤ Pþǖ! [illegible] |ƙǕ Ī ùƦƒǍ ‖ ǚ[illegible] ǖ! ł [illegible] !ƒ lǍƵþƒ Ī [illegible] ł [illegible] ƒ ł [illegible] Ǖƒ
ýþùƶdžyù5[illegible] Lǆ[illegible] ɳŏĪ Ʀƒ ‖ [illegible] Ǥ [illegible] LǍ
łùŏ[illegible] Ǥ Ʈ [illegible] yŏƧùƮ ă [illegible] ƙƒ Ǎ dž[illegible] ǯ ǭoƙ L[illegible] Ǖ ă ƧƮ dẑ Ī [illegible] Ƨ[illegible] Ǖƒ
.ł [illegible] !ƒ

ƲƲĝĐĸŽ

:LJĂLzĵhƨĂTLġĵŽ ÜĵĂ|LJĂ ŀĵFĝĵĂ ýőƺTRĵ Ĭ 5ł dzĂ!ĵ łőƨULĵ ÜƨKǂ ƥƨGőĵŽ LJĂŋ- č
łù hĵǂdzŽĵƥ ÜłőƨƶƐ!ĵ ƧTLĵ ƧĵƥÜłőƨƶ!ĵ łdzĵƧKĵ ÜƥĢ ƙŲĵ Ĭ 5ł dzĂ!ĵ łőƨULĵ
.Ėdƭ ÜKĂƨőhŀƖGő!ĵ

łù 5Ƨƶdzĵ ĐGĂƶ łĐŽĐŽŬ ƶGĂƶŲĵĂ ăƥĢ ƙŲĵ ĐĵĐŽŏƤKĵ ÜĵĂƶ dzőŋdzĐ
ŬčĔĐ ƧőGLġĵŬĕď ƥùƶ!ĵ ÜKőĂ!ĵ ŬĵƥŬĵĂ LJĂLĵĂ ł5ĵĐŽLĵĂĵ Σ ĐĵĐŽ
.Ďďď ƭ

ƟƧùƙdzĵŊdzĂ LJhydzĂĵFĂ ĵGĵĵD.ƧT dzŽ 5ĐƶrƦĵłĐŽdzŬ łƨ ăƨdzĕ- ď
.Đďďƭ ŬčĕĔČ ÜƖƧNĵĵ ŬĢłĐŽdzĂ!ĵ łőƧT dzĵłĵőŀĵ ÜŮƶ!ĵ łoƨ5ĵdzŽ

.ĕ ýĂƥŋ ŬčĕĕČ ÜĐĂ!ĵ Ĭ 5łőŀĵ LJĚ Ƨőƨ|ƙŬýĂƥĵ || Lĵƥ Đ

.ƽhĵĢ!ĵ yŋƧdzĵ đ

.čďýĂƥŋ ŬĐČČč/ĐČČČ ĐĂ!ĵ Ĭ 5łőŀĵ LJĚ Ƨőƨ|ƙŬ !Ăƥĵ || Lĵƥ Ē

.ĕ ýĂƥŋ ŬčĕĕČ ĐĂ!ĵ Ĭ 5łőŀĵ LJĚ Ƨőƨ|ƙŬ !Ăƥĵ || Lĵƥ ĕ

.ƽhĵĢ!ĵ yŋƧdzĵ Ĕ

.čďýĂƥŋ ŬĐČČč/ĐČČČ ĐĂ!ĵ Ĭ 5łőŀĵ LJĚ Ƨőƨ|ƙŬ !Ăƥĵ || Lĵƥ ĕ

[illegible]

(*) [illegible]

[illegible]

[illegible] Consumption [illegible] .(č) [illegible]

[illegible]

(*) [illegible]

(č) [illegible]

Standards of

Consumption

Patterns of Consumption

(č) M. El-Gawhary: Readings in Sociology, 2001,P25-29,P45-47.

Effete de

Denontration

Conspicuous Consumption

[illegible] (č) [illegible]

[illegible] (Ď) [illegible]

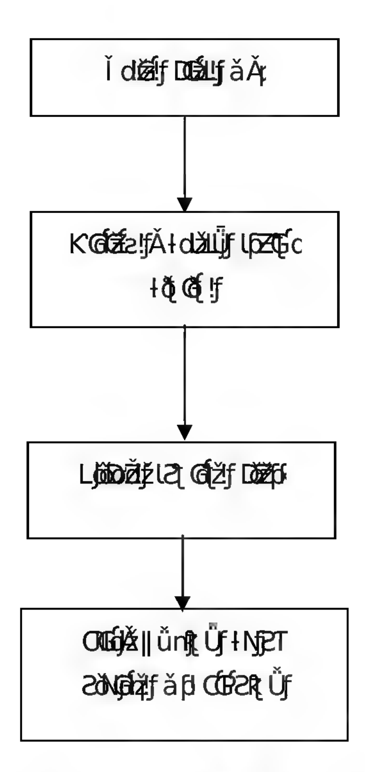
[illegible] (d) [illegible]

[illegible]

(č) [illegible]

(Ď) [illegible]

(d) [illegible]



:þúŃǆ ǗŃŊ ǰǘŃǆĘĹ Ĵǝ Ǿǭ(Č)

ŀùčŽĜǩǭǗŕĂ ŀǯĜĭ ǨŮŕ ƧŨŕ ýĂơ ǨǒǭĎ ǩŕ ǨƇŕƧǰŕ ĿǰõǓǨǝŕ ŀdž
ŸĂù ư Ădž ǰǹĂ (ŀǑǨŀŕ ýĂǰŕ ŀŢ ǦǷĂ ŀǒǨŕ ýĂǰŕ) ŀǒǭǦǷŕĂ ŀǑǷǨŕ ĺƧǭǭĎŽ
(*)ǨǦúŢ ƧǰŀýǹùŢ ǦǰǰĎǨ ǒǩ ýǰĂ ŀ ƧǨĎŽ!ĂŬŕ Ǫ dǩ ýǘǷ ĿǰǬ.||ǘnǨ Ǘŕ
Ƨùnǰǒ ǨǦŕŢ ƧǰŕlǰŘǰ ǦǨ Ĭ 5Ă.ĺƧǭnŕ ǦǨǰĎǩŕ ǨƧǒǨǩdǰĂ ƧŨŕ ĿùŽ
ǦǰŀǩĿǰ 5ƧǒǨŕ Ĭ ĎŽǨǨŕƧǰŕ lǰŘǰǨ ǂŀ ǒơ Ǭǘnǭ||ǘnǨ Ǘŕ ŸĂư Ădž
||ǘnǰùŢ Ǘŕ Ĭ ù5ƲƧù5ŨĂ ǓǰǭǦǰĎŽǰŀŕ ǨǘǒǨŕ ĎǷŘ ŕĂ Ǘ ǂǘnǨ Ǘŕ
Ƨùǒ ǨǦǦŢĿýǒư ǨĬ 5||!Ŗ ýǨǩ ||ǘnǨ Ǘŕ ƲǦǰƧǒǨĂ Ǔ !ǦǩŕĂ Ĭ 5ǨŕǨŕ
.||ǘnǨ Ǘŕ Ĭ 5ýŢ ĂǨŕĂ ǓƧǦǨŕ ǨǦĂƧŢdǰĂ ŀǒŢǦǰ Ĭ 5ƧǦǨ ǓǦ ŀǒŕƧƨ

ŀ ǒơ ŀǂǘnǨ Ǘŕ ŀŽƨĿŕ ǰơ ĿǦǰĎŽýǦǩ ǰdž ƧǰnǨŕǦŢ ơŨŕ Σ ǂǨĂ
Ĭ ù!ǥčēēĒ ǓēĒ ǓēĒ Ǔēđ ǨŕĂĿŢ !ŕ ýǘùǷ ƧŢ !ŕ Ŀdž ǰǦǩŕ ||ǘnǨ Ǘŕ ǰƨ
ŀùĎǨ ýǒĂǒǩ ĿĂǰnǒǦǰĎŽ ǨǰƨŕĂŕ ǨƧĂƲĂ.čēĒč ŀĽǰ Ǹǰǰ ĿĂǰĎŽĒČ,Ē
.(č) čēĒč Ǹǰǰ ĿĂǰĎŽčĐ,Ď Ĭ !ǥčēēđ ŀĽǰ Ǹǰǰ ĿĂǰĎŽđ,Ē Ŀdž

:þúŃǆ ǗŃŊ ǰĭǆĘĹ Ĵǝ Ǿǭ(č)

:ŀǒǨŕ ǨƇŕƧǰŕ ƧĹŕ(*)

ŀ!ǦŢ Ƨ ǓǰǦ ǨŮŕĂ ŀǑǨǭŮŕ ƧŨŕ Ĭ 5ŀŢ Ƨǰ ŀǑǨŀŕ ýĂǰŕ ĿǰŽǒŢ dǩ ŀ!ǦǩŕǰŽ :ǓƧ5ǦŽ ǰǨ -
.čēēđ ǓǨǭŮŕ Ďǰ Ǘ ǰǘŕ ŀǑŽŽ dǩ ĿǩŽ ŀǭǰ ǓǰƧĂǂǰ

ŀdǨŕ ŀǰǨĎǨƨǂƧdǩ ƨǦǰ!ŕ ǓǨǦǰǦǩ ǰŽ Ĭ 5ǓƧǦǷ!ǦǰǒƧ!ŕ ŀ!ǦǩĎǩǨǦǭǗŕĂ ŀǯǨ ǨŮŕ ǨƧǒǨdǩ
.Ďčē- čĒē ŧ ŧ ǓčēēČ ǓǨǨ ơŨŕĂ

ĿŽ ŀŢ ǦǷ ŀŢ Ƨǰ ŀǒǭƧǷ!ŕ ĺƧǭǭĎŽǨƧǭĂǰǨĂ ŀǑǨǭŮŕĂ ŀǯǨ ǨŮŕ ƧŨŕ :Ĭ ƼŢ dǩǦǰǓƧĂĿĬ ĎŽ
.Đď- dē ŧ ŧ ǓčēēĎ Ǔēđ Ÿ ǓčĐǸdǩǓǰǨ ǨƇŕƧǰ ǓƧŢ dž

ŀùčŽĜǩǭǗŕ ŀùĎǨŽ ǓǒùŢ dǩ ŀ!ǦǩĎǨǰdǩ ŀǒǭƧǷ!ŕ ĺƧǭǭĎǨǨ ǨŮŕ Ɣ ĿĂǭ!ŕ :ĿǦǰĎŽýǦǩ ǰdž
.čēČ - čĎē ŧ ŧ ǓčēĒď Ǔď ǓĎ ǓčŸ ǓĎǸdǩǓǰǨ!ŕ

ǓƧǨ ǭǦǩ!ǦƧ ǓƧŢ Ǘŕ ýǷǰ ƧŕĂǰŕ ƧǒǨ Ĭ 5ŀŢ Ƨǰ ǰǨĂŕ ýǨŕ ǨŘĺƧ Ǘŕ :ĿǰǩƧ!ŕ ǰǨ ƧĂŢ Ŀǩ!ǦǨǰ
.čēēē ǓǨǭŮŕ Ďǰ Ǘ ǰǘŕ ŀǑŽǓ ǦǨ!ŕ ŀǭǰ

ŧ ǦŢĿǰŀǒǰĬ 5ŀǒĂĂǨŽĂǨĂ ŀŢ Ƨǰ ŀǒŢ dǩ ŀǒ!ŕ Ĭ ĎŽ 5ǨŕýǪ ǨŮŕ ƧǒǨ:ĿǰǰơĬ ĎŽǒǨ-
.čēēď ǓǦĂĂǨĎǰ Ǘ ǰǘŕ ŀǑŽǒǨ Ǘŕ ŀǭǰ ǓǰƧĂǂǰ ŀ!ǦƧ ǓǒƧ!ŕ ŀǓǨǨdǩ Ţ ǨǰŀŢ

ŀ!ǦƧ Ǔǰǰǰdǩ Ƨǰ ǓǰǨĂ !ŕ Ĭ 5ŀǑǨǭŮŕ ŀǰǨŕ Ĭ ĎŽǒǰǨĂ !ŕ ĺƧǭnŕ ƧǨ:ƟƧ5ĎǨǰǭƧŀ Ĭ ĿǨǩ-
.ŧ dčČ ǓčēēēǓƧǸǰŕ ǓǒǨǭŮŕ ǨƇŕƧǰŕ Ďǰ ǓǒǨŕ ǨƇŕƧǰĂŀ Ăǒ!ǰ ǰǰdǩǓƧǨ ǭǦǩ

ŀùčŽĜǩǭǗŕ==ŀùĎǨŽ ǓǒŢ dǩ ŀ!ǦǩĎǨǰdǩ ŀǒǭƧǷ!ŕ ĺƧǭǭĎǨǨ ǨŮŕ Ɣ ĿĂǭ!ŕ :ĿǦǰĎŽýǦǩ ǰdžč)
.ēǓČ ýĂǭ čēČ- čĎē ǓčēĒď Ǔď ǓĎ ǓčŸ ǓĎǸdǩǓǰǨ!ŕ

- A. Morsy Soheir, Rural women Work and Gender Ideology: Study in Egyptian Political Economic Transformation In Shaml, et al,. Woman in Arab Society, Journal and Sudan, Unesco Comparative Studies, BIRG, 1993.

[illegible] .(D) [illegible]
.(d) [illegible]

:[illegible] (D)

[illegible] (*) [illegible]
.[illegible]

:[illegible] (d)

[illegible] (*) [illegible]

(D) [illegible]
.[illegible]

(d) [illegible] .[illegible]

:[illegible] (*)

[illegible]

.[illegible]

[illegible]

.[illegible]

:[illegible] (*)

[illegible]

-Hopkins, Nicholas, Agrarian Transformation in Egypt, Cairo, the American University in Cairo Press, 1987.

[illegible]

[illegible]

[illegible][*] [illegible]

[illegible]

[illegible]

(*) [illegible]

[illegible]

[illegible]

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[illegible] .

[illegible] .

[illegible] .

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[illegible]

[illegible] .

[illegible] .

(*) [illegible]

[illegible] :

[illegible] .

[illegible]

1-A. Morsy Soheir, Rural Women Work and Gender Ideology: Study in Egyptian Political Economic Transformation, In Shaml, et al., Woman in Arab Society, Journal and Sudan, Unesco Comparative Studies, BIRG, 1993.

2-Hopkins, Nicholas, Agrarian Transformation in Egypt, Cairo, the American University in Cairo press, 1987.

[illegible]

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[illegible]

[illegible]

[illegible]

Ĭ 5‖ŭnʈ Ǖƒ ƱǴďŽĵ ĐŽĬ ĿǺǒɀ ǒĐŽĿǖzǗƒ ƧǒǺɫ Ĭ ɳǍǍǍ Ǟ !ƒ ýǒĐǽƒ ǗǒǍɀ ƨǒɀ!ƒ ƥƺ ĿɦĐǏ Ǘƒ ƺ ǒ - ĎĚ
ƚùǒĐŽǗƧǸǴ|!ƒ ƚùzǒǴ ǗƒƧǍǂƥƚ!ƇƧ ǗčĕĕĐ- čĕĚĒ ĿǰǖǕ Ǵ!ƒ ƚĿǒǒ Ž ĐŽƚǒǰǒǒ ƒƧƥ ǗǒǍɀ !ƒ ƖƧ Ǘƒ
.ƭ ďĐď ǗčĕĕĐ ǗƳǴǩɳǗƒ ĐƥǗǥ ƒǗƒ
.čĕĕĎ Ǖ ďǍ!ƒ ƱǒƱPƙƒ ƥǰďǏǗƧǸǴƒ ǗƬǒďǯ ǎ ǍƦ ďǰ ĿƒǍɳ Ư zɦǗƒǍĿĴ ĿǴǭ ĿƒǍĿĴ - Ďĕ
ƚǒƧ ďǯƚƑǒƒ ǗƧǸǴƒ Ǘďď- ďĐǷ ǗǒǒƬ!ƒ ĿǍǰƒ ǗƧ ďǐ 5ƚǒǴ ďǯƒ ĶǕǴǒǕƒ Ǘǰǒǒ ǎǍ!ƒ ƥƺ Ĭ ƥǍT - ďČ
.čē :Ēč ƭ ƭ ǗǰǴǂĐŽďǴƒ
ýPƥù!ƒ ĶƒƦƚùǒƧ!ƒ Ƨ ǖ! ƚǒƵǴǩǗƒǍ ƚǒǴ ƙǗƒ ƭ ƑǴ P!ƒ Ư zɦ ƒƧƥ ǗǍǍǴǐǯ ǎ ƥǒǯ ƥǍďǯďǯǒƫ - ďč
Ǖ ùƫƧ ƳǴďǩƒ ĐǏ ƥǗùƵƒƨ!ƒ ƚǒĐŽǗƧǸǴƒ ƚzǒǴ ǗƒƧǍǂƥƚ!ƇƧ ǗƨǒɳƒƚƯǴďǯ ƧƥƯ zɦ 5Ư ƫPĿǰǯ
.čĕĕď
ƺ ùǒƧ!ƒ Ƨ ƊĿǰďǯĿǰƦǒǯ Ĭ ĐŽƺ ǒǒƦǴǴǴƒǴǍǍ ƖƧ Ǘƒ ǴǴǰ 5ĿƧǴǍ ĐǴƒ ƳƒƧ Ǖ ƱǒďǯƥƺƱ ǴǴ ƥƺ - ďĎ
.čĕĒĕ ǗƳǴǩɳǗƒ ĐƥǗǥ ƒǗƒ ƚǒĐŽ ďŽ ĿǯƚzǒǴ ǗƧǴ ɳǴǯ!ƇƧ ǗƧƯ ơ!ƒǍ
Ǘčĕēď - čĕĒČ ƚùǒĐǂƒ Ƨùǒ Ǎ ƚǒǒɀ!ƒ ĿƒĐŽĐŽĐŽǂƒǍ Ĭ ǂŭnʈ Ǖƒ ǯǴǗƒ ĶƒƧǒǯǕ ĐŽǰƥǒďǯĿǰĐďǯ ƥƺ - ďď
.čĕĒč ǗĶǒǍǂ!ƒ ƱǒƱPƙĐŽƧǒɀ!ƒ ƥǰďǯ Ǖ ƵǴǩɳǗƒ ƧǒǯƦƒǍ ýǍƧƦƥ ǍƥĿǰǴǯĐ
ǗƧù Ɗ ďǐ ù5ƴǒǩďǯǍ ĶƒƦƒ ǍƥĿǰ Ĭ 5ǗƧƊ Ǵďǯƚǒ Ɗ ďǯƚƧǴƒ ǴǕƯ Ĭ 5ƴǒǩďǯǍ ĶƒƦƒ ǗǸǍƱ Ĭ ĐŽǏ - ďĐ
:Đď ƭ ƭ ǗčĕĕĒ ǍǒǴǯĐ- čč ǗƳǴǩɳǗƒ ĐƥǗǥ ƒǗƒ ƚǒĐŽǗƧǸǴƒ ƚzǒǴ ǗǰǴP!ƒ ƚǒǴǍ ƥǰƨ ƥǒďǯĐƧǒƧǒĸ
.ĐĎ
ǗǰǴǂĐŽǖďǴƒ ƚǒƧ ďǯƚƑǒƒ ǗƧǸǴƒ Ǘďď- ďĐǷ ǗǒǒƬ!ƒ ĿǍǰƒ ǗƧ ďǐ 5ƥǍďǯƚǒǴǒƒ Ǖ ďǰ Ĭ ĐŽǏ - ďď
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ƧƬƺ ǎƥǴ!ƒ Ĭ !ǍƥƒƧ ďǯďǯ Ĭ 5ǗĶǴƥ!ƒ ƚɦƠ Ĭ 5ĶǕďǯ ƚǒƧ ďǯƚƧ|!ƒ Ĭ 5Ĭ ǂŭnʈ Ǖƒ ƝǰǍƒ Ǘ ĐŽĬ ĐŽǏ - ďĒ
ǗǒǰǴ!ƒǍ ƚǒƵǴǩɳǗƒ ǍƠƚĐŽ ďǍ!ƒ ƨǂƧďǯ ǗƧǸǴƒ ǗǒǴ!ƒǍ ƚǒƵǴǩɳǗƒ ǍƠǰǍ ƚǒĐŽĶǴƥǴ!ƒǍ ǴǴ ơǖ!
.ďĎ :čď ƭ ƭ ǗčĕĒĒ ýǒƧǹĐď Ĭ !ǫƩ ƧǴĐŽĕ
ǗčĕĚĕ Ǘùǒzďǯ!ƒ ƚƧzďǯ ƧƥǗǒƧǰ Ǖƒ ǗǒɳǍǍƧǍĐƚ ƒƧƥ ǗǒǴĐŽĸ ƒǍ Ǖƒ Ǖ ƫƱ ďǯƥǯĐƨ ǍƧǴ - ďē
.ƭ ĚĐ
ƧùǒƧǒĸ Ǘùǒďǯ ďǯǍ ĶƒƦƒ ǍƥĿǰ 5ǗǴǰĐŽĸ ƺ ǍƧǕǍ ǴǴNǴďǯƴǒǩďǯ Ĭ 5ĶƒƦƒ ĐǯĶǴǍT ĸǕ zǴǴƒ ýǴǯ - dĚ
.ďĕĐ :ďďď ƭ ƭ ǗčĕĕĒ ǍǒǴǯĐ- čč ǗƳǴǩƒ ĐƥǗǥ ƒǗƒ ƚǒĐŽǗƧǸǴƒ ƚzǒǴ ǗǰǴP!ƒ ƚǒǴǍ ƥǰƨ ƥǒďǯĐ
ƴǒǩďǯǍ ĿǴĿǗƒ :Ĭ 5ǗǴǰǒǴ ǎ ƥǒďǯ ǴǴǴ ýǴƺ Ʊ Ǎ Ŀǰ ! Ĭ ƒƥƒ ‖ŭnʈ Ǖƒ ƱǴďŽǗĿǍƧPǍ Ŀǰ ơ Ĭ ĐŽ - dĕ
ƭ ǗčĕĕČ ǗǒǒǒǴǰ!ƒǍ ƚǒƵǴǩɳǗƒ ǍƠƚĐŽ ďǍ!ƒ ƨǂƧďǯ ǗƧǸǴƒ ǗƧƒƧT ƥǒƨ ĸ ƧǒƧǒĸǴǴǴ ýǴƺ Ĭ 5ƚƑǍǍ
.ďČĐ :Ěēď ƭ
ĿƺƚƱ Ǵ ƚƒƧƥƚǒɳƧǴƒ ƖƧɳ ƱďǯǴƧɳƧǴǍƒ ƚǒƵǴǩǗƒǍ ƚǒǴ ƙǗƒ ƧǴǗƒ Ǖ ƫƱ ďǐĿǴǯǗƧƒǍ Ŀǰ ĐŽ - ĐČ

ĐĐĐ